

ENTERTAINMENT WEEKLY  
MARCH 26, 1992  
ADIC  
IMBLE  
G THROUGH  
RELABLE  
PLERS  
ORK FOR  
CATION

Buying The Times overseas: For 60p, Australia \$2.50, Canada \$2.50, Cyprus 60p, Denmark 14.00, France 14.00, Germany 14.00, Greece 14.00, Hong Kong 14.00, India 14.00, Ireland 14.00, Italy 14.00, Japan 14.00, Korea 14.00, Malaysia 14.00, Mexico 14.00, New Zealand 14.00, Norway 14.00, Pakistan 14.00, Portugal 14.00, Singapore 14.00, South Africa 14.00, Spain 14.00, Sweden 14.00, Switzerland 14.00, Taiwan 14.00, Thailand 14.00, USA 14.00.

# THE TIMES

THURSDAY MARCH 26 1992

No 64,290

INTERNATIONAL EDITION

40p

## NHS dispute splits family

# Election battle erupts over girl in Labour film

By Philip Webster and Jeremy Laurence

THE general election campaign entered its most bitter phase last night as the dispute over Labour's emotive health broadcast flared.

The Conservatives attacked Neil Kinnock's fitness to govern and Labour accused the Tories of a desperate and dishonest attempt to smear him.

The Labour leadership last night stood by its broadcast, which portrayed a young girl in pain during a long wait for an operation, after a day dominated by health produced an exchange of vitriol between the leading politicians on both sides. The Tories were accused of trying to divert attention away from health and, in the most serious charge laid so far, Mr Kinnock was virtually accused of lying by Chris Patten, the Conservative chairman. The Labour leader was dogged by persistent ques-

### THE TIMES INTERVIEW

Neil Kinnock says Labour would consider a new minimum tax to block loopholes for the rich. He responded to calculations that under their shadow budget a £40,000 head-teacher would pay less than a millionaire with £100,000 investment income by saying that Labour would look at the American system of guaranteed basic liability. He says in a *Times* interview that entrepreneurs would be undeterred by higher taxes. **Page 14**

tioning about the broadcast throughout the day.

John Major said last night, during a speech in Edinburgh, that Labour's exploitation of the National Health Service for political advantage would cause shock and distress. "The British people are not naive," he said.

"They will have noticed the redish with which Labour's spokesmen have blackened the health service and the doctors and nurses who work in it. No regard for the truth. No regard for the feelings and emotions of the families they used. Nothing but concern for their own self-seeking propaganda. None of that simple decency which the British people expect."

Labour's decision to play the health card, by highlighting the contrasting experiences of people who could afford private operations with those who had to wait on the NHS, was met by a sharp counter-attack from the Conservative high command.

Labour was accused of fabrication, Nazi-style propaganda and of trading in the misery of families after the mother of Jennifer Bennett, the girl whose case inspired the broadcast, said the film did not accurately reflect what happened to her. Alan Ardouni, the consultant who handled the Bennett case, described the broadcast as "over the top".

Labour, however, made plain that its film had been inspired by an approach from

the girl's father. It was not intended as a documentary of her case but was designed to show the suffering of children in similar situations across the country.

Margaret and John Bennett were yesterday at loggerheads over the use made of their daughter's case and they bickered openly over a letter sent by Mr Ardouni to the family. Mr Bennett, who alerted Robin Cook, Labour's health spokesman, to his daughter's case, wanted the contents of the letter known. Mrs Bennett, a member of the Conservative party for ten years and keen supporter of Roger Moore, her local Tory MP, wanted it kept confidential.

When Mrs Bennett left the room her husband produced the letter for a camera crew to film, but when she returned she scolded him fiercely and a disagreement broke out. She was fiercely critical of Labour's broadcast. "It is totally irrelevant to my child. It is not my child, it doesn't portray my child, it doesn't portray her school or circumstances in any way. Everything has been sorted out with Jennifer, and she is much better now."

However, Mr Bennett said: "I wrote to Mr Cook because I was angry that Jennifer's treatment was taking too

Continued on page 18, col 5

Jennifer's story, page 7  
Election 92, pages 7-10  
Diary, page 14  
Leading article and letters, page 15  
L&T section, page 6



Central role: Jennifer Bennett, aged five, the girl whose 12-month wait for a glue ear operation inspired the Labour broadcast, in Faversham yesterday

## Pakistan triumph in World Cup

By Our Sports Staff

IMRAN Khan led Pakistan to a 22-run victory over England in the final of the cricket World Cup yesterday in front of 87,000 in Melbourne.

Looking faded in the field, England drew 2-2 with Pakistan's later batting, and in their own innings never regained momentum after losing Ian Botham and Alec Stewart for 21. Imran, the day's top scorer with 72, took the last wicket in the final over.

Graham Gooch, the England captain, said: "It is not the end of the world - close to it - but you have to live with defeat as a sportsman." Czechoslovakia's 2-2 with Czecho-Slovakia in their international football match in Prague yesterday. Paul Merson and Martin Keown scored the England goals after the home side had twice taken the lead.

World Cup, pages 30 and 32  
Prague report, page 31

## Senior China envoy defects in London

By Michael Binyon, Diplomatic Editor

FENG Bao Sheng, a first secretary at the Chinese embassy in London, has defected and asked the Home Office to allow him and his wife to stay in Britain.

Mr Feng, who has been in London for two years, did not report for work at the embassy on Wednesday last week. The Home Office said yesterday that his case was being handled in the normal way by immigration officials, but would give no details.

His defection is a considerable embarrassment for Peking, which is trying to improve Western perceptions of its human rights record. Mr Feng was reported to be in contact in London with Chinese pro-democracy groups, but the Chinese embassy denied in a statement yesterday that his defection was in any way political.

"Mr Feng was involved in an extraordinary affair," the statement said. "His departure has nothing to do with politics. Therefore political

asylum is out of the question. Mrs Feng has requested several times that they return home earlier. It is strange that the couple left together without any notice. The reason for this is unclear."

Whitehall was eager not to create a link between the defection and negotiations with China over Hong Kong. A senior official said the Chinese knew that Britain had standard procedures for dealing with such cases. There had been a steady stream of Chinese seeking to stay in Britain since the massacre in Tiananmen Square, and this had not interfered with the talks on Hong Kong.

But the incident comes at a sensitive time in the Hong Kong talks. The Joint Liaison Group has begun a new meeting in Hong Kong and is discussing the deployment of Chinese troops and the use of British garrison bases after Britain's departure in 1997.

State of fear, page 13

## Police to get news film on bombing suspects

By Frances Gibb and Our Foreign Staff

THE High Court yesterday ordered America's ABC News to hand police a film of the two Libyans accused of carrying out the Lockerbie bombing. The move came as Western powers intensified efforts to impose a United Nations arms and air embargo on Libya after Tripoli broke a promise to hand the suspects to the Arab League.

ABC News said the film would be handed to the court today. Copies of the film were given to news organisations after ABC lost the suit to overturn an earlier order by Middlesex Crown Court to hand the tapes to police under anti-terrorist laws.

Britain, France and America renewed their efforts to impose UN sanctions against Tripoli after the apparent failure of the Arab League to persuade Tripoli to surrender the Lockerbie suspects - Abdel Basset Ali al-Megrahi, 39, and Lamen Khalifa Fhimah, aged 35. Western diplomats said the sanctions proposal could be passed by the UN Security Council as early as tomorrow. They would include cutting off Libya's air traffic and expelling most Libyan diplomats stationed abroad, an American official said in New York.

Tripoli's refusal to hand over the men was a setback to Arab efforts to defuse the confrontation between Libya and the West. Sources in Cairo said Colonel Muammar Gaddafi, the Libyan leader, and his second-in-command, Abdel Salam Jalloud, told a senior Arab League mission to Tripoli that the suspects would only be delivered to the league when the International Court of Justice had ruled in the case.

The court in the Hague is due to start hearings today on Libya's request for an injunction barring the West from pressuring Tripoli to deliver the men to stand trial in Scotland or America.

The ABC organisation and its London-based correspondent, Pierre Salinger, who was press secretary to President Kennedy, had asked the judges to quash the earlier order on the grounds that it was too wide-ranging and that they had not been told the reasons why officers

Continued on page 18, col 3

### TODAY IN THE TIMES

### HOW A STAR IS CHOSEN



Jodie Foster is an odds-on favourite but the Oscar voting system could throw up some surprises. **Life & Times, page 1**

### THE PINK CHOICE



Matthew Parris wonders whether there is such a thing as a 'gay' bloc. **Life & Times, page 6**

### LANGUAGE OF CHOICE



With the advent of the single European market, language skills are imperative but Britons are still reluctant to learn. **Life & Times, page 16**



## Saturday night at the Shinto Ritual

Travel to Tokyo in the summer, and you might find yourself attending a Naked Festival. But don't worry. While you'll be surrounded by excited young men indulging in a frenzied fertility ritual, you won't be expected to take part. Even more reassuring, you won't be killed...as once happened in this ancient Shinto practice.

If you can't travel to Japan, travel to your newsagent for a copy of the BBC's *WORLD* Magazine. While our article on Naked Festivals appeared in the past, you won't be disappointed by the wild and wonderful places we take you to in our April issue.

The unspoiled island of Cousins in the Seychelles, for instance, where tourists rarely set foot. The mysterious source of the great and sacred Ganga, the most revered river in the world. And the Royal Palace in Brunei, for an exclusive interview with the elusive Sultan himself.

Travel with *WORLD*. You won't be following in anyone's footsteps.

APRIL ISSUE ON SALE NOW

**WORLD**  
Magazine of Mankind

## Unpaid bills bring cosmonaut down to earth

By Nigel Hawkes, Science Editor, and Bruce Clark in Moscow

RUSSIA'S Major Tom, the Soviet cosmonaut who lived out David Bowie's pop fantasy about being lost in space, came down to earth yesterday - and found that he was broke.

Sergei Krikalev appears to be about the only person unmoved by his own plight. While Earth-bound watchers fretted, Mr Krikalev calmly orbited 300 miles up in the Mir space station with the hammer and sickle emblazoned on its side. In conversations with the ground he made little of the fact that a mission that was meant to last three months had stretched to more than ten.

From a leading member of a proud elite, Mr Krikalev, aged 33, came home to find his wife struggling to manage on his salary of 500 roubles a month. "Surviving gets harder by the day," she said. "People think we are privileged but I have to queue at the shops like everyone

else." At a reported 500 roubles a month, Mr Krikalev's salary is half that of an average worker and barely above the poverty line. It would buy only four weeks' supply of bread, milk and vegetables.

The flight engineer steered his craft to a soft landing in Kazakhstan, the same central Asian region from which he blasted off last May to board the Mir space station for a stay not expected to last out the year. The territory he left was still part of the Soviet Union. Today, a Russian like himself is technically a foreigner on the soil of Kazakhstan. With him in the Soyuz-TM landing craft were his compatriot, Aleksandr Volkov, who has spent a mere 175 days in space, and a German air force officer, Klaus-Dietrich Flade, who had joined the station for a fleeting eight-day visit. State television said Mr Krikalev was

"feeling fine". Yet the state of health will be the subject of close scrutiny both by specialists and the general public after a spate of rumours last month that he was suffering from the effects of his marathon 313-day stay in space. The rumours were strongly denied by a senior Russian scientist.

While Mr Krikalev was away the Soviet Union broke up and its president, Mikhail Gorbachev, lost his job. The name of his home town, Leningrad, reverted to St Petersburg. Mr Krikalev was due to return last August but the failed coup against Mr Gorbachev put a stop to that. Then his chance to come home last October was disrupted by a dispute between Russia and Kazakhstan, only settled when the Russians agreed to send an inexperienced Kazakh up in place of the man due to relieve the flight engineer



Krikalev: health will be subject to close scrutiny





Star bidding: Vanessa Redgrave and Tom Courtenay among the famous faces yesterday supporting the Royal Exchange case for a London home

## Manchester vies for Roundhouse

BY SIMON TAIT, ARTS CORRESPONDENT

MANCHESTER'S Royal Exchange Theatre hopes to emulate the Royal Shakespeare Company — whose first home is in Stratford-upon-Avon, Warwickshire — by establishing a London base for its productions.

In doing so the company, which is the third most prolific producing house in the country behind the National Theatre and the RSC, could be solving a ten-year-old problem: what to do with the Roundhouse. The former railway engine shed at Chalk Farm in Camden, north London, which operated as a theatre in the 1960s and 70s, is to be sold by tender by Camden council on April 10.

The Royal Exchange, which was at the fore of the successful bid to have Manchester declared Britain's city of drama for 1994, has joined the Roundhouse Arts Centre Committee to

make a joint bid for the building. The committee is made up of Lord Rix, chairman of the Arts Council's drama panel, Melvyn Bragg and Laurie Marsh, a developer.

Theatre stars were at the Roundhouse yesterday to help to launch the scheme. It will be considered with others by Camden council, which has specified that it wants the building used as a cultural centre or theatre. The Arts Council will also see the tenders, which could number as many as 200.

The Roundhouse was one of London's most lively theatre venues under the direction of the producer Thelma Holt, who brought the Georgian Rustaveli Theatre there.

Peter Brook described it as the most exciting theatrical space in Europe. Financial problems closed it in 1982.

## Committee deadlocked over advocacy rights monopoly

### Bar fends off challenge

BY FRANCES GIBB, LEGAL CORRESPONDENT

THE Crown Prosecution Service appears to have lost the battle to break the Bar's monopoly of advocacy rights in the crown and higher courts, for the near future at least.

The 16-member committee of lawyers and laymen appointed by the Lord Chancellor to tackle what remains one of the most contentious of the government's legal reforms is apparently deadlocked.

Eighteen months after the Courts and Legal Services Act 1990 reached the statute book, the committee is believed to be split over whether crown prosecutors should be allowed to take cases in the higher courts. The question may have to be referred to the Royal Commission on Criminal Justice.

Such a referral would be a blow not only to the CPS but to the government legal service as a whole, which has

been awaiting the outcome of the committee's deliberations for a year. The committee has been wrestling since last April with the question of which lawyers should be allowed into which courts.

In spite of the aim of the legislation — repeated in the Conservative manifesto — to grant people a wider choice of advocate, consistent opposition by the Bar to what it sees as the dangers of a "state prosecution service" appears to be winning the day.

The committee is expected to report in mid-April on two key applications made to it one from the Law Society, seeking rights of audience in the higher courts for solicitors subject to a staged training programme, with immediate rights for solicitors to handle guilty pleas and pre-trial High Court applications; the other, an application from

the Government Legal Service and Crown Prosecution Service that challenges a Bar council rule, preventing employed barristers having the same advocacy rights as their private practice colleagues. This affects not just crown prosecutors but all lawyers employed by government or in industry.

The committee is likely to insist on further training before solicitors can acquire the right to handle even guilty pleas or pre-trial applications.

Some committee members are thought to favour granting government-employed lawyers — who can now appear in magistrates' courts — the right to handle perhaps 7 or 10 per cent of crown court cases.

But the Bar has strenuously fought this, arguing that it is the thin end of a wedge and that if the principle is wrong,

it is wrong for all cases. Advocacy rights is the latest of the government's legal reforms to falter. Two weeks ago, Lord Mackay of Clashfern, the Lord Chancellor, announced the shelving of proposals to open up the conveyancing market to banks and building societies. Plans to allow lawyers to take cases on a "no win no fee" basis have led so far to a consultation paper of very limited impact.

David Tench, legal director of the Consumers' Association, which was one of the driving forces behind the reforms, said: "Three years ago, when the Green Papers were published, it all looked so exciting. What has happened? After all this time, it looks as if the committee has come up with almost nothing. The question will have to be tackled more vigorously in the next government."

## Laurent redefines timeless classics

FROM LIZ SMITH, FASHION EDITOR, PARIS

THE fashion business has its flirtations with innumerable designer fads and faces, but it usually comes back in the end to the reassuring qualities of le style Saint Laurent.

At the end of the Paris fashion week, where the tailored trouser suit turned out to be the hottest trend on the catwalks, Yves Saint Laurent wrapped up the entire event with a parade of skilfully updated trouser suits to remind us all that his were the first — pioneered in 1970 — and are still the best.

Even with his left arm in plaster after a recent fall, M. Saint Laurent was *en plein forme*, cheered by his fans, led by Danielle Mitterrand next to Catherine Deneuve in the front row, and the designer's mother in her customary third row seat.

His jackets, with a new narrower cut on the shoulders and skinnier sleeves than past years, skim in and out at all the right places. Trousers are often cropped and cuffed.

When it comes to skirts, he offers the choice of short or long. But apart from a fringed suede mini-to-maxi style, Saint Laurent's new long length is uncompromising. Skirts are flared to mid-calf or over-the-knee styles with sensible Miss Marple pleats which give many of his suits a Thirties feel.

Lampshade fringing is one of his less successful notions, used to edge sombreros and tribbles as well as jackets and skirts. But his gold ribbon trim on simple twinsets looks great, and then there were the little black dresses and saint-laupelled dinner suits that the French call *le smoking*, which look like the glossiest at Saint Laurent in all-over black sequins.

Even if the master himself was working on auto-pilot, as has often seemed the case in his recent bouts of ill-health, he regularly redefines his classics. This season they are more pertinent to the need for a strongly defined fashion concept than most.

## Engineer takes architecture prize

The award of the Riba gold medal to Peter Rice will focus attention on the designing role of engineers, writes Marcus Binney

AN ENGINEER has won the world's top architecture award. The annual Riba gold medal has been given to Peter Rice, a director of the British engineering firm Ove Arup & Partners.

The award will focus attention on the role of engineers in designing some of the world's most adventurous buildings. Until recently, engineers have been willing to play a backroom role, but are now beginning to demand, vociferously and with some justification, that their creative input be given equal billing to architects.

Over more than 30 years of professional practice, Mr Rice has shown himself to be at the forefront of innovation in modern architecture's two main building systems, concrete and steel.

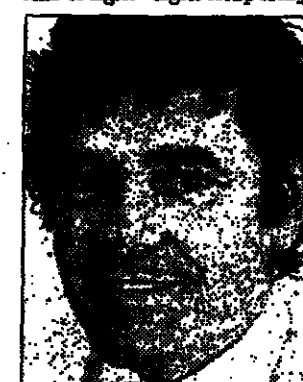
He has suffered from a brain tumour recently. A colleague said: "It affected his sight but the treatment is being successful."

Born in Ireland, he studied engineering at Queen's University, Belfast, and in 1963 became site engineer to the Sydney Opera House, a visionary structure, which the engineers alone found a way of building. He designed the structure of the Pompidou centre in Paris for Renzo Piano and Sir Richard Rogers, the structure of the Lloyd's building, again for Sir Richard, and a tensile tented roof of the award-winning cricket stand at Lord's for Michael Hopkins.

Mr Rice, aged 56, is one of the 17 main board directors of Arup but divides his time between London and Paris, where he established his own engineering practice Rice, Francis and Ritchie.

He is developing new glass technology. Ron Marsh, his colleague, said: "He works so closely with architects that he is almost one himself. It's the love of his life. He is able to feed that enthusiasm to the young engineers here at Arup and many of the brightest stars begin work in his office."

Richard MacCormack,



Rice: at the forefront of innovative architecture shelters which can be used after natural disasters such as earthquakes. With Renzo Piano (himself a gold medalist), Mr Rice designed the Menil Museum at Houston, Texas, a football stadium at Bari and a system of collapsible fabric tents as travelling workshops in Otranto, Italy.

In Paris, he is responsible for the glass walls of the new science museum at La Villette and the canopy under the Grande Arche at La Defense. His Pavilion of the Future at the Seville Expo explores the use of stone in a novel way.

The gold medal jury consisting of Mr MacCormack, Professor Michael Brawne, Ted Cullinan, Eva Jiricna, Jeremy Dixon, Richard Burdett and Peter Davey.

## London car ban wanted

A majority of Londoners who replied to a survey in *Time Out* magazine said they would like to see private cars banned from parts of the capital.

Concern over the environmental figures high in the survey, to which 391 readers responded, with 66 per cent saying that development of the Underground system was the best way to improve transport.

Almost two thirds called for more government subsidies to fund public transport, while half said that cheaper fares were needed.

## Mobil fined

The Mobil oil company was fined a total of £40,000 by magistrates at Grays, Essex, yesterday for three oil spillages last October and November from its refinery at Coryton. The spills killed fish and birds and created oil slicks up to three miles long in the Thames Estuary. The company blamed equipment failure. It has paid £115,000 for the cleaning operation.

## Chairman held

Maurice Roworth, the chairman of Nottingham Forest football club and a partner in a Nottingham firm of chartered accountants, has been questioned by police over allegations involving the management of investment funds. Police said yesterday that Mr Roworth, aged 63, had been arrested and released on police bail until 22 June.

## CORRECTIONS

In a leading article yesterday, *The Times* said that pensioners do not have to pay for dental treatment. In fact, only pensioners on income support and certain war pensioners are exempt from charges.

The dancers with the Princess of Wales on page 14 of *The Times* yesterday were from the English National Ballet, not from the English National Opera as stated.

# Business travellers to America who are serious about saving money. Call TWA.

**NEW BUSINESS FLYER FARES**

<b>ECONOMY CLASS</b>	<b>BUSINESS CLASS</b>	<b>FIRST CLASS</b>
<b>£299</b>	<b>£499</b>	<b>£769</b>
ONE WAY	ONE WAY	ONE WAY

**TWA TO BALTIMORE, PHILADELPHIA AND ST. LOUIS FOR ONE PRICE**

No advance purchase. No penalties. Fully refundable.

Now you can fly TWA to Baltimore, Philadelphia and St. Louis for one fully refundable price.

**"Best Business Class"**

And while your company saves money with TWA's specially reduced Business Flyer Fares, you can sit back and enjoy the service voted the Best Business Class of all US international carriers by readers of Business Traveler International Magazine, 3 years running.

Call TWA on 071 439 0707, 021 643 9700, 0800 22 22 22, 0800 28 22 22 or 0345 33 33 33 or your local travel agent.

**TWA**  
THE BEST OF AMERICA

These fares are fully refundable. No advance purchase requirements. Reservations must be confirmed at time of ticketing. No coupons, certificate, promotional discounts or fare reductions apply. Tickets must be purchased by 20 May 1992.

## Road scheme runs into jam

BY MICHAEL DYNES, TRANSPORT CORRESPONDENT

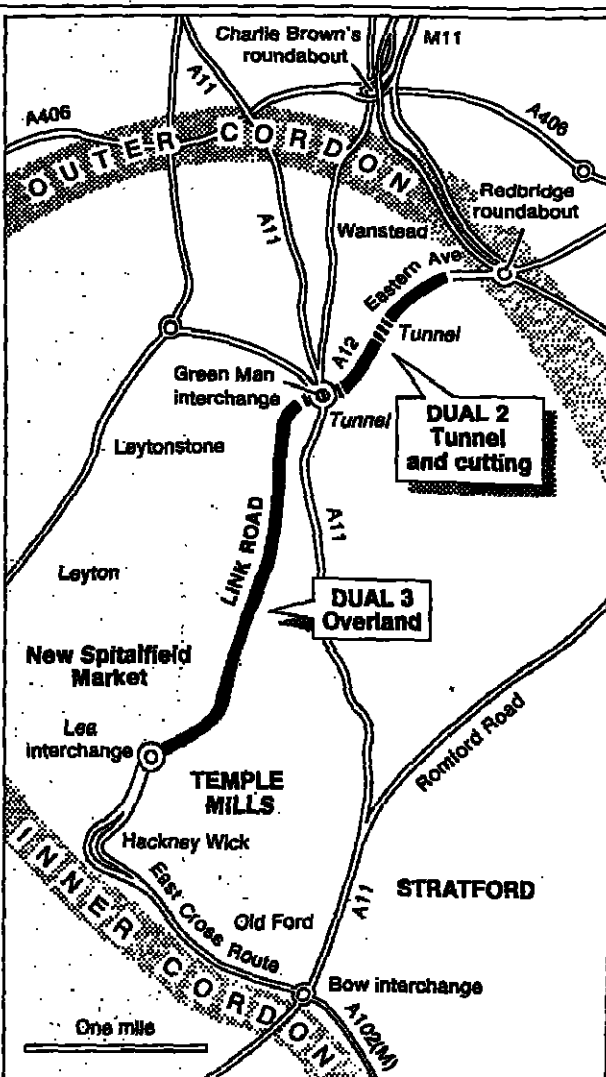
A £200 million road improvement scheme for east London will change the area into the worst traffic bottleneck in Britain, it was claimed yesterday.

The A12 Hackney Wick to M11 Link Road, first proposed in 1983, is now so obsolete that it must be redesigned to take account of big changes in local circumstances, transport analysts say. Failure to make the necessary alterations, before work begins in the summer, will be a monument to myopic government planning, according to Alan Cornish, of the chartered institute of transport's working party on congestion, created in January.

Under plans drawn up by the transport department, the inner urban section of the scheme, which runs overground from the Green Man interchange in Leytonstone to the Lea interchange near Hackney Wick, will be two and three lanes. But the outer urban section, which runs in a series of tunnels and cuttings from the Green Man interchange towards the Redbridge roundabout, will be two lanes with no hard shoulder. Proposals to make the tunnel and cuttings wide enough to add a hard shoulder had been dismissed by transport officials on the grounds that it would undermine the department's "traffic restraint policy", Mr Cornish said.

Since the mid-1970s, the transport department has tried to discourage motorists from driving through east London by creating an inner and outer traffic cordon. The cordons have been designed to reduce the volume of vehicles.

This policy had created a bottleneck through Redbridge, Wanstead, Leytonstone, Leyton, and Hackney Wick, Mr Cornish said. The Stratford-Hackney Wick area would grind to a halt unless new transport infrastructure was designed to cater for future traffic demand.





## Computers to warn jail chiefs of riot danger

By Nick Nuttall

THE prison service is developing a computer-based detector system that will provide early warning of serious disturbances.

The system is one of a number of big changes being made as a result of the riot in 1990 at Strangeways prison, Manchester, it emerged at a British Psychological Society conference in Harrogate, North Yorkshire, yesterday.

Prison officers and psychologists are working on a computer base that will carry data on the populations of individual prisons including details of prisoners' behaviour, their records of assault against staff and fellow inmates, and any escape attempts. Prison staff will be trained to observe inmates more systematically.

The computer, which will be available to senior prison psychologists, will check whether incoming prisoners have any links with those already there and whether jointly they have a bad behaviour record.

Quentin Miller, a senior psychologist at Whitemoor prison, March, Cambridge,

who helped with riot-top negotiations at Strangeways, said yesterday: "The system will then give us a measure of an individual's badness, if you like. If you have a certain number of individuals with a high score, what we would say is don't be surprised if you have trouble."

At the society's criminological and legal conference yesterday, several papers were delivered outlining the lessons learnt from the lengthy Strangeways riot. Conference officials said that it was clear that attempts to resolve the riot swiftly by negotiation were hampered by disorienting tactics such as blaring police sirens, helicopter lights and firecrackers. "If you go for negotiations you go for straight negotiations. You do not have a mixture of negotiations and disorientation," Mr Miller said.

The number of psychologists trained in siege management has been nearly trebled to 39 since the Strangeways disturbance, and the country-wide team is on emergency call 24 hours a day. Prison officers are having psychological training to help them to cope emotionally after a siege.

Pam Wilson, a psychologist at the young offenders institution at Feltham, west London, said some prison officers may have suffered more stress-related difficulties than victims of disasters such as Zeebrugge. Officers were forced to confront the perpetrators of a riot or, as at Strangeways, forced to move to a new prison away from family and friends.

Mr Miller said there was also a debate within police and prison circles over the role of the media in prolonging the Strangeways riot by giving the perpetrators the feeling of being in control. He said there was a case for dealing with prison riots in the same way as a hostage-taking, where the police appeal for a media blackout for 24 hours.

## Prisoner wins right to private letters

By Richard Ford  
HOME CORRESPONDENT

PRISON authorities were in breach of a convicted murderer's human rights by opening and reading correspondence between him and his solicitor, the European Court of Human Rights ruled yesterday.

The court rejected by an eight-to-one majority the government's argument that prison rules provided for all letters to serving prisoners to be opened and read. It said that although some control was not contrary to the European Convention on Human Rights, prisoners were entitled to a degree of confidentiality.

Last night, officials in the Home Office and Scottish Office were studying the judgment to see whether it would mean changes to regulations governing prisoners' mail that were introduced after the case was brought in 1986. The new regulations appear to satisfy the court's belief that some measure of control should exist.

The case was brought by Thomas Campbell, aged 40, who is serving a life sentence in the special unit at Barlinnie prison, Glasgow. He complained that since 1985 prison authorities had opened and screened letters to and from his solicitor. Before taking his case to the court, he had complained to the Home Office, which told him that all correspondence would be opened in accordance with normal rules.

The court said that prisoners' rights to some degree of confidentiality meant that prison authorities could open a letter from a lawyer to a prisoner "when they have reason to believe that it contains an illicit enclosure which the normal means of detection have failed to disclose". The judges insisted that the letter should not be read.

The government has agreed to pay the prisoner's £8,000 costs.



The agony: England fans watching the World Cup final live on satellite TV at the Oval find the last over too much to bear

## Beer and tears at the Pavilion End

They poured into the pub early, ready to celebrate. But by 12.30 they were all out. Alan Hamilton joins the armchair fans

THE 87,182 crowd at the Melbourne ground may have missed by a whisker the world record for watching cricket, but the crowd of 600 shoe-horned into the bar was deemed by the management to be an all-time record for watching televised sport in the Pavilion End, a leather-and-willow theme pub down a back alley in the heart of the City of London.

Fittingly, in view of the outcome, the first customer was a Pakistani. Khawar Mann, aged 26, a trainee solicitor, strode through the doors at 6.15 and being both Muslim and exceedingly early, confined himself to breakfast at £4.95 while he watched his team's storming progress on the three screens delivering live coverage.

Mr Mann enjoyed a better bargain than those who

turned up at the Oval, where breakfast and a view of the action on a giant screen cost £22.50, proceeds being promised to Ian Greig's benefit fund.

Satisfied with his team's total of 249, Mr Mann judiciously left for work at eight, as did many other early birds who even by then knew that England had a job on their hands.

As the pub refilled with a new crowd, Botham's dismissal for night brought anguished groans followed by numb silence. Up in Edinburgh, John Major, who had agreed to be photographed watching the television as a campaigning stunt, stood up when Botham fell and strode off to a press conference to discuss lesser issues.

By 11am the Pavilion End



The ecstasy: Pakistan fans celebrating at the Sanam restaurant in Bradford

was packed to bursting. The tide turned at 11.17, with the dismissal in frighteningly rapid succession of Lamb and Lewis. From that moment the Pavilion End crowd cheered every single, every four, every wide.

But it was too late. At the moment of defeat around 12.30 the pub emptied. The landlord, Steve Simmons, said: "I told the staff to be ready for a big rush if we

won. Even when we were losing we were so full that people could not get to the bar. Still, we've got England v Czechoslovakia on the telly tonight."

o Karachi: Pakistan's success was greeted with jubilation here (Zahid Hussain writes). Karachi reverberated with the sound of gunfire and thousands of people poured out to the street waving Pakistani flags and singing national songs. In Lahore, the home town of Imran Khan and Wasim Akram where the government has announced a two-day national holiday, fireworks were set off and drivers honked their horns. In Islamabad, offices, banks and schools reported high absenteeism.

Leading article, page 15  
Match report, page 32

## Reluctant father loses plea for access

A man who tried to persuade his girl friend to have an abortion failed yesterday to win legal access to the child.

Mrs Justice Booth, in the High Court Family Division, upheld a decision by magistrates refusing to allow the father to see the girl, now aged 20 months, although he may be able to renew his application when she is older.

Kingston upon Thames magistrates had said that his attempts to persuade his then girl friend to have an abortion and blood tests had "poisoned" her attitude towards him. Mrs Justice Booth said the magistrates rightly took the view that the principle of children knowing their parents was outweighed by the distress that access would cause.

## Juice charges

Sainsbury's was accused yesterday of misleading the public over the purity of its fruit juices. Tower Bridge magistrates, southeast London, were told that tests found traces of additives in the product, even though it was labelled as "unsweetened". The firm faces six charges under food and safety acts and four under the Trade Description Act. The case was adjourned until April 22.

## Train derailed

Sixty passengers were led to safety along a railway track yesterday after the rear two carriages of the 7.50am train from London Victoria to Ramsgate, Kent, were derailed at Bickley Junction in south London, close to Bromley South station. No one was hurt but the driver was taken to hospital suffering from shock. British Rail said it did not yet know what had caused the accident.

## Tunnel vision

An exhibition commemorating the 149th anniversary of the opening of Brunel's Thames tunnel, the precursor in technique of today's Channel tunnel, opened yesterday at the restored engine house in Rotherhithe, east London, which powered the digging between 1825 and 1843. Designed for use by pedestrians, the tunnel is used today by London Underground trains.

## British explorer discovers biggest Asian elephant

By Nigel Hawkes  
SCIENCE EDITOR

THE British explorer John Blashford-Snell has found what he believes to be the largest Asian elephant in a remote corner of West Nepal. The creature, long spoken of in hushed tones by locals who said that it resembled a mammoth, stands 11ft 3in tall at the shoulder, 2in taller than the previous record-holder, an Asian bull elephant shot in Ceylon in 1882.

Colonel Blashford-Snell heard the stories about the elephant and led an expedition under the auspices of Raleigh International to try to find it.

In the event he found two, both with curious domed foreheads, extraordinarily fat bodies and long beaded tails. Both are bulls and have huge tusks. The author and naturalist Ian Douglas-Hamilton, an elephant specialist, is in Nepal following up the discovery.

Yesterday, Colonel Blashford-Snell travelled to New York for the annual meeting of the Explorers' Club, where he is to describe the find. He says that the two elephants were found in deep jungle



Jungle king: Raja Gaj, measured at 11ft 3in.

close to the Himalayas, in an area where no other wild elephants live.

The larger of the two, which local people have named Raja Gaj (King Elephant), was measured using different techniques. "You can't get wild elephants to stand still while you go up to them with a tape measure," Colonel Blashford-Snell said.

One method is to measure the diameter of the forehead print and multiply by six; another is to take sightings across the elephant's shoulder to distant trees.

The techniques provided the same figure for Raja Gaj. His companion, Kancha, was measured at 10ft 6in. African elephants are often bigger, some reaching 13ft.

Yesterday, experts at the Natural History Museum suggested that the two elephants might be old matriarchs, ousted from a larger group of elephants by younger ones. "It's nice to know there are still some big elephants about but scientifically we are no longer terribly interested in sheer size — that rather went out with the big game hunters," one of them said.

The two elephants seem to be lonely. One night Raja Gaj broke into the camp and snapped the chains of a domestic female elephant that was being used by the expedition. She was rescued only when the elephant drivers lit flaming torches to frighten him away.

Colonel Blashford-Snell hopes that some females may be introduced into the area to build up a herd.

## Taunted instructor punched motorist

By Robin Young

A DRIVING instructor who specialised in teaching nervous learners blacked the eye and broke the hand of a motorist who hooted behind one of her pupils. Reading crown court was told yesterday.

Carole Day, aged 43, who had been a driving instructor for nine years and ran her own school, had a particularly nervous pupil last March in Gillian Carrington, aged 34, of Ascot, Berkshire.

When Mrs Carrington had trouble pulling onto a roundabout Lynne Fairman, aged 44, of Crowthorne, on her way to collect her daughter, became impatient and sounded her horn. Neil Moore, for the prosecution, said that Day, from

Camberley, Surrey, raised two fingers. Her pupil, overcome by nerves, then stalled the car three times. Day got out and went to speak to Mrs Fairman, who made a sarcastic remark about the instructor's teaching abilities. Day said Mr Moore, then banged Mrs Fairman's hand against the car window and punched her in the face.

Day denied assault causing actual bodily harm, claiming that she had only retaliated. Judge Spence, conceding that there had been a degree of provocation, gave Day a conditional discharge for 12 months, ordering her to pay £500 compensation and £500 costs.

## SHINING EXAMPLES OF THE BEST IN BROADCASTING

### BEST MAKE-UP

SUE KNEEBONE

'Casualty'

### BEST COSTUME DESIGN

JOAN WADGE

'House of Eliot'

### BEST GRAPHICS

MARTIN LAMBIE NAIRN

DANIEL BARBER

BBC 2 Network Identities

### BEST LIGHT ENTERTAINMENT PERFORMANCE

RICHARD WILSON

'One Foot in the Grave'

### THE RICHARD DIMBLEBY AWARD

JOHN SIMPSON

BBC Television Foreign News Editor

### BEST FOREIGN TELEVISION PROGRAMME

'THE CIVIL WAR'

Ken Burns - Hugh Purcell

### THE ALAN CLARKE AWARD

ROBERT YOUNG

Work including 'Alive and Kicking'

For Outstanding Creative Contribution to TV

### BEST SINGLE DRAMA

'A QUESTION OF ATTRIBUTION'

Alan Bennett - Innes Lloyd

John Schlesinger

### THE WRITERS' AWARD

G. F. NEWMAN

'For the Greater Good'

### BEST FACTUAL SERIES

'NAKED HOLLYWOOD'

Nicolas Kent

### BEST LIGHT ENTERTAINMENT PROGRAMME OR SERIES

'HAVE I GOT NEWS FOR YOU?'

Harry Thompson

(Hat Trick Productions)

### BEST COMEDY - PROGRAMME OR SERIES

'ONE FOOT IN THE GRAVE'

David Renwick - Susan Belbin

### BEST CHILDREN'S PROGRAMME

FACTUAL

'BLUE PETER'

Lewis Bronze

### BEST ORIGINAL SCREENPLAY

ANTHONY MINGHELLA

'Truly, Madly, Deeply'

Congratulations to all the winners at this year's BAFTA awards.

BBC

TELEVISION AT ITS BEST

## Loneliness is just one problem

And it is a fairly common problem for seafarers away from home for months at a time. But it is only one of the troubles that people bring to us. As a Christian society working among seafarers we are asked for all kinds of help—spiritual, emotional, social and practical.

And we are there, ready to give all the help we can, in all parts of the world. To give this help we depend entirely upon voluntary contributions. Please help us to continue the Anglican Church's ministry to seafarers by a legacy, or please send whatever you can to

The Missions to Seamen,  
Freeport, London, EC4B 4EP.



The Missions to Seamen  
St. Michael Paternoster Royal,  
College Hill, London EC4B 2HL.



Environmental pressure converts wartime oddity into natural power source for today's motorist

## Cars switch to gas for a greener fuel

By KEVIN EASON, MOTORING CORRESPONDENT

NATURAL gas could be the fuel for the cars, vans and lorries of the future, replacing petrol and proving easier and more economical to introduce than electric vehicles, according to British Gas engineers.

Gas, compressed into small cylinders in a car boot, could provide the same range and performance as petrol yet would be more environmentally friendly,

particularly in city driving, they said. The claims were made yesterday as the company introduced gas-powered vehicles at the Fleet Motor Show at Silverstone, Northamptonshire.

British Gas is already converting its own cars and vans and hopes to have 500 running on natural gas by the end of the year.

Running cars on gas was tried during the second

world war when petrol was rationed. A number of popular models were converted to run on readily available coal gas, but it could not be compressed and cars had to carry a big and potentially hazardous balloon of fuel.

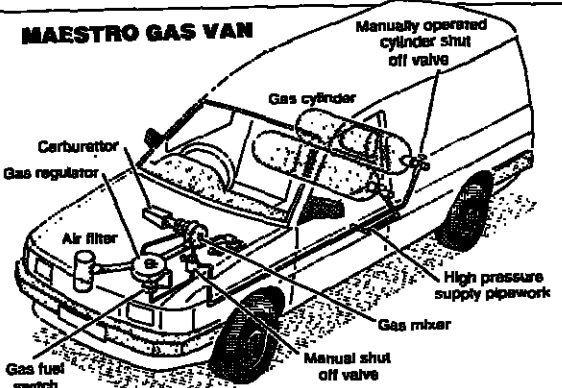
Gas is now easily compressed into slim, metal cylinders that can be installed in a car boot. Estimating excise duties, gas engineers say the cost would be the equivalent of £1.20 for a gallon of petrol — between 85p and £1.05 cheaper.

Engine emissions of carbon dioxide, the main contributor to global warming, are 30 per cent lower than from petrol cars, while there is 70 per cent less carbon monoxide and virtually no lead, sulphur, soot or hydrocarbons.

More than a million cars are using the fuel successfully in other countries, particularly in Canada and Italy. British Gas believes that



Garage balloon: a wartime Austin after filling up its unwieldy gas bag at a special depot in London



there is a large market in Britain, where towns and cities are becoming increasingly polluted by vehicles jammed on congested roads. The company has approached motor manufacturers to try to launch a co-operative venture to design

engines specifically for gas power.

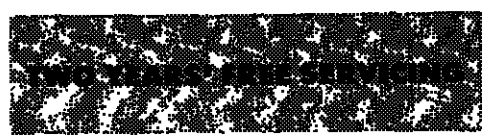
Meanwhile, for about £1,000, British Gas will convert vehicles with conventional petrol engines either to run on gas alone or to use gas as a back-up fuel, which could be used in cities at the

flick of a dashboard switch as an alternative to petrol or diesel.

Company fleets could benefit by refuelling from terminals up in their own vehicle depots. Widespread use by ordinary drivers could virtually do away with the need

for roadside filling stations. The motorist would need only a compressor at home to recharge the cylinders direct from the gas main. The only calls needed at filling stations would then be on long-haul journeys away from home.

## EXCLUSIVE DESIGN. INCLUSIVE SERVICE.



and



The Fiat Tempra's design isn't different just for the sake of it. Its shape makes it the most aerodynamic car in its class.<sup>†</sup>

The Tempra Station Wagon has also been through the wind tunnel. It has a unique 'roof scoop' to send air under the rear spoiler and keep dirt and spray off the rear screen.

Every Tempra is designed to keep corrosion at bay, by having all its exterior metal fully galvanised. No wonder

we cover it with an eight year anti-perforation warranty and a three year paintwork warranty.

If you buy your Tempra before March 31st '92 it will be serviced free<sup>‡</sup> for two years or 18,000 miles, whichever comes first, and covered by two years' warranty<sup>††</sup> and Fiat AA assurance.

The Tempra starts at just £9,318.\* The Tempra 1.8 i.e. SX, above, costs £12,501\* and the Tempra SW 1.8 i.e. SX, above, costs £13,410.\*

Phone Fiat on 0800 717000,

or talk to your Fiat dealer.

He's got plenty of news.

Exclusive. And inclusive.

FIAT. DESIGNED FOR LIFE

FIAT TEMPRA **FIAT**

\*THE ABOVE PRICES INCLUDE VAT, CAR TAX, AND £405 FOR DELIVERY TO DEALER, NUMBER PLATES AND 6 MONTHS ROAD FUND LICENCE. PRICES CORRECT AT TIME OF GOING TO PRESS. OFFERS APPLY TO VEHICLES PURCHASED AND REGISTERED UP TO MARCH 31ST 1992 AT PARTICIPATING DEALERS. SUBJECT TO AVAILABILITY. OFFER NOT AVAILABLE IN NORTHERN IRELAND. †† 0.28 MANUFACTURER'S FIGURE †† TWO YEAR WARRANTY IS ONE YEAR MANUFACTURER'S WARRANTY PLUS ONE YEAR AFTER-SERVICE WARRANTY. ‡ FREE SERVICING OFFER APPLIES TO ROUTINE MAINTENANCE SERVICING TO MANUFACTURER'S SPECIFICATION AT AN AUTHORISED FIAT DEALER

## Tax cuts fail to relieve dealers' gloom

By OUR MOTORING CORRESPONDENT

CAR sales are still falling in spite of the halving of special car tax in the Budget aimed at reviving the motor industry.

Figures obtained by The Times last night indicate that uncertainty over the election and the traditional spring downturn mean that motor manufacturers are unlikely to see any improvement in business until August. New car sales fell last year by 20.7 per cent, worth about £3.2 billion to manufacturers.

The cut in special car tax on March 10 reduced the average price of cars by around £400 but although there was a flood of registrations after the announcement as many as 20,000 were for cars ordered before Budget day.

The figures from manufacturers show that car registrations after 20 days in March were 83,827, down 8 per cent on the same period last year.

Motor manufacturers said yesterday that there would have to be a sudden and unexpected boom in the final ten days of the month to reach the 168,854 registrations recorded in March last year, which were already 19.1 per cent below monthly sales for March 1990.

Vauxhall said last night: "The election has come too soon after the Budget for a proper assessment. There seems no doubt that buyers are uncertain and are holding fire."

Citroen UK, the British arm of the French manufacturer, said: "The Budget was welcome but then there is the election, and people place orders but wait until the August registration change. We don't see any real prospects of an upturn until all of this is cleared away."

The March figures provide little relief for Ford, which last month announced record pre-tax losses for 1991 of £590 million. The company told its 1,000 dealers to aim for a 30 per cent share of the new car market. On the day of the Budget, Ford cut prices of some of its most popular models by up to £750 in addition to the Budget tax savings. However, Ford has achieved a market share so far this month of only 20.1 per cent, well below target and below the 22.5 per cent of March last year. Vauxhall has also fallen back to 17.4 per cent while Rover has seen its share drop from 16.5 per cent to 11.9 per cent.

The biggest winners so far this month have been French car firms with Peugeot, which has a manufacturing plant at Ryton, Coventry, rising from a 7 per cent market share to 9.2 per cent and Renault almost doubling from 3 to 5.5 per cent.

## Sex abuse enquiry ends, £6m later

Evidence has been heard and names have been ruined, but the truth is unlikely to emerge, Kerry Gill writes

EVIDENCE to the judicial enquiry into the seizure of nine Orkney children, alleged to have been subjected to sexual abuse on the island of South Ronaldsay, ended yesterday, almost seven months after it began. It has cost taxpayers more than £6 million, mostly in legal fees.

Paul Lee, the islands' director of social work who ordered the seizures last February, concluded with a promise that he and his department would do all they could to rebuild bridges and help the "healing process" with the community. Mr Lee also disclosed that the Orkney presbytery of the Church of Scotland and the Society of Friends had approached the department offering to help to bring both sides together.

The enquiry's remit was to investigate the behaviour of the department, the actions of the children's panel reporter, the involvement of the police and the effect of media publicity. Lord Clyde, the Scottish judge who chaired the hearing, will issue his findings and recommendations to parliament in the autumn.

From the start, he made clear that the remit did not allow him to enquire into whether the allegations made by three children, aged seven, eight and nine, and already in care, had

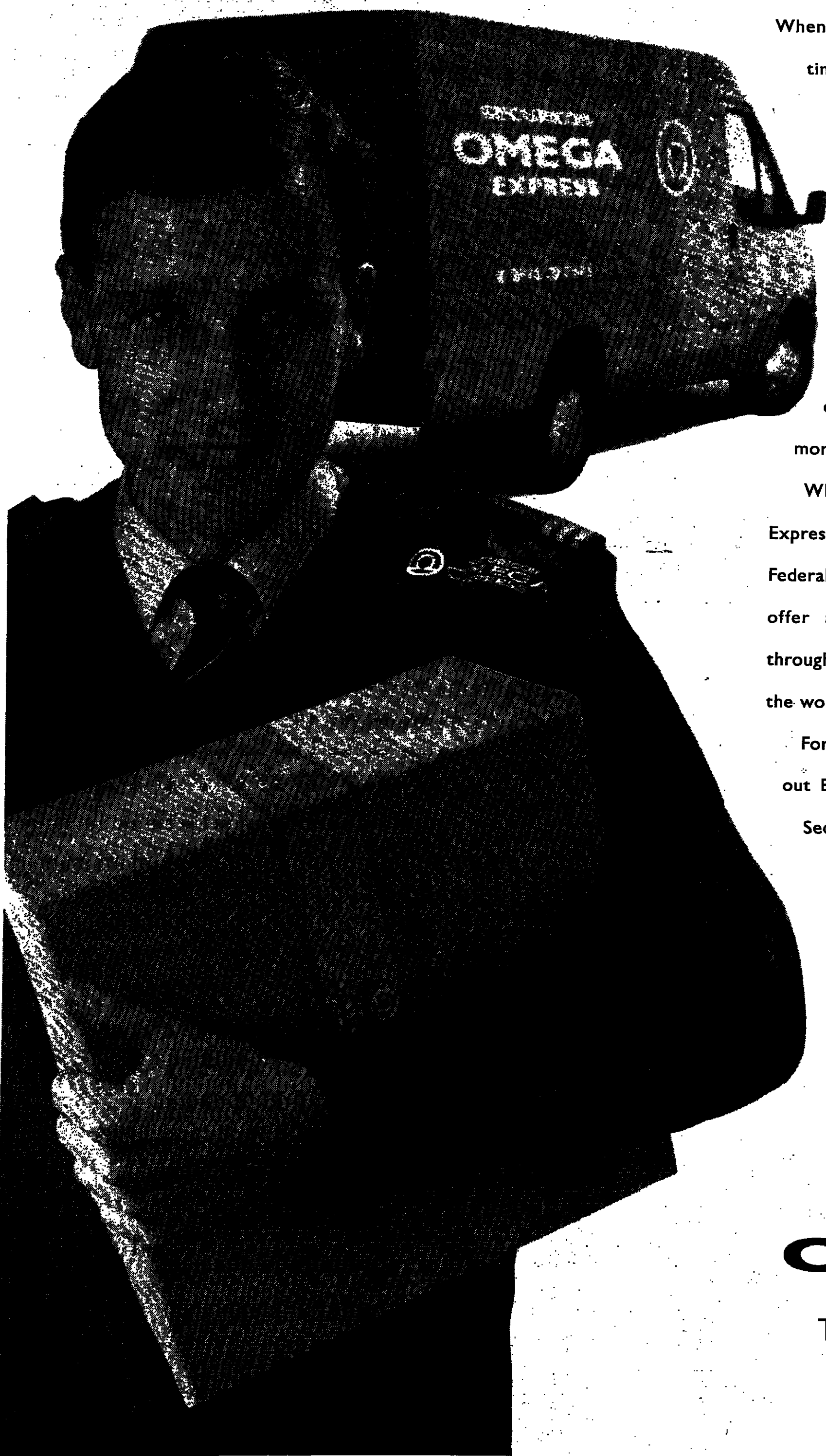
any foundation. Among those likely to feel most aggrieved by this is the Rev Morris McKenzie, the Church of Scotland minister on South Ronaldsay, who spent almost the entire enquiry, which began at the end of August, sitting in Kirkwall town hall listening to his name being ruined. Mr McKenzie, aged 65, could not take the stand and refute the allegations because of the terms of the enquiry.

The parents, who still retain the full support of their island community, have been able to give evidence only on what happened when the children were taken and returned, and on their dealings with the authorities. Another injured party was the mother of the three children who made the allegations. Her family's recent history has cropped up in evidence almost constantly but, when she attempted to introduce her lawyer into the proceedings, her plea was rejected.

Many of the parents were visibly distressed by some of the claims and they may regret that they ever demanded an enquiry. It was inevitable that social work staff, and officials of the Royal Scottish Society for the Prevention of Cruelty to Children, would run through the whole litany of allegations in public.



# Who else would Federal Express trust to take care of their U.K. business?



When Federal Express decided to discontinue parcel distribution within the United Kingdom\*, it's not surprising that they chose to leave their customers in the safe hands of Britain's leading independent parcels carrier: Securicor Omega Express.

That's because, when it comes to delivering your parcel, package or document, they believe there's no-one more dependable.

What's more, with Securicor Omega Express' extensive domestic network allied to Federal Express' global capability, we can now offer an exceptional distribution service – throughout the United Kingdom and around the world.

For twenty-five years businesses throughout Britain have known that a company with Securicor in its name is a company they can always depend on. And we're confident that all our new customers will be sure to agree.

To find out more, call the Omegaline now on 0345 20 0345.



**SECURICOR  
OMEGA  
EXPRESS**

The one you can trust

\*Effective May 5 1992



Universal catechism the first in 400 years

## Pope prepares new guidelines on Catholic morality

BY RUTH GLEDHILL, RELIGION CORRESPONDENT

THE Pope is preparing to publish a 500-page document outlining the teaching of the Roman Catholic church in a modern context. The new *Universal Catechism* will mark the first time in more than 400 years that the church has brought together the whole of Catholic teaching in one volume.

The catechism is expected to include guidance on issues such as abortion, contraception, bio-ethics, international debt, tax avoidance, and unemployment. The Pope is putting the final touches to the document, which could be published before the end of this year.

The Right Rev Vincent Nichols, a newly ordained auxiliary bishop, disclosed the Vatican plans after returning from a visit to Rome to meet the Pope for the first time. Bishop Nichols is responsible for 47 parishes in north London, the backbone of the Westminster diocese with a Catholic population of 200,000.

The catechism has taken seven years to prepare. The last document of its kind was the Roman Catechism commissioned by the Council of Trent in 1566 as a source book for the use of parish priests.

Bishop Nichols said the document would dwell on the Commandments and the teachings of Christ in the light of advances since the

Council of Trent. It was a synthesis of Catholic teaching from the perspectives of the second Vatican Council (1962-5), and would apply that to contemporary issues. "It will give new confidence, especially in the area of teaching and communication."

Thirteen bishops from the Westminster, Southwark and Birmingham dioceses took part in the *Ad Limina* visit to Rome, to discuss interfaith relations and public life in England with the Pope, and to renew their spiritual links with the Holy See.

The Pope questioned the bishops and Cardinal Basil Hume, Archbishop of Westminster, on relations with the Muslim community and the new Europe. He voiced concerns about the issues of immigration in Europe and investment in eastern Europe, and about teaching Christianity in a society that is culturally resistant to spiritual ideas.

The Pope said that he was looking forward greatly to meeting the Archbishop of Canterbury, Dr George Carey, in May for the first time. To his surprise, he also found time to question the bishops on the English football league.

According to Bishop Nichols, the Pope believes that the Vatican response to the final report of the first Anglican/Roman Catholic International Commission was a

step forward in talks between the two churches. That counters the common perception that the Vatican response was deliberately negative.

*Ad Limina* visits began in the 13th century, introduced by Pope Innocent III. The full title is *Ad Limina Apostolorum*, which means "to the threshold of the apostles".

Bishop Nichols, aged 46, was born in Liverpool and spent three years working in Tenth parish. He is one of four auxiliary bishops in the Westminster diocese. The visit to Rome had been a "journey of renewal" for the bishops.

"We go to touch base, to pray at the tombs of St Peter and St Paul, to meet and pray with the successor of St Peter," he said. "It is one of the main things the Pope does to strengthen his bishops. In the two days there, we met the Pope four times. Eight of us had lunch with him in the Apostolic Palace and the next morning we celebrated mass."

"What impressed me most was that this was clearly of importance to the Pope, not a routine he had to fulfil. His chapel came across as a focal point of suffering of people throughout the world. There was a complete absence of anything triumphalistic. It is the one place in the world where the suffering of people is not forgotten or pushed aside."



Journey of renewal: the Right Rev Vincent Nichols after visiting the Pope

## Modernised homes ruin historic towns

Unsightly but legal alterations to old properties have led to calls for tighter planning controls, John Young reports

THE character of England's historic towns is being insidiously destroyed by unsightly alterations and additions to buildings, a report published yesterday says.

The English Historic Towns Forum, which produced the report, said that the style and character of places such as York, Canterbury, Bath and Lincoln were disappearing fast. The future prosperity of towns such as Scarborough and St Albans depended largely on their appearance but some of the most picturesque streets were not protected.

Such areas often contain a core of listed buildings, well protected by legislation, but their overall character often depends upon surrounding streets that are not adequately protected.

Some of the most damaging alterations involve replacement aluminium or plastic windows and doors, the report says. "The visual effect of a mock Georgian plastic door or an 'off the shelf' hardwood door on a Victorian building, or a 'tilt and turn' window in a terrace of sliding sash windows, is quite simply, catastrophic."

Natural slates, traditional clay tiles or stone roofs can be replaced, without permission, by coloured, corrugated concrete tiles. These changes create a haphazard effect.

Painting the outside of a brick house, usually in a reversible, is one of the cheapest but most damaging "improvements" that can be made quite legally, careful cleaning and repointing is more cost-effective and sympathetic.

Loss of front gardens to a sea of concrete and parked cars has a significant effect on the appearance of many streets. That is aggravated by the removal of walls or railings, and their replacement with posts, chains or fancy concrete blocks.

Shopfronts in historic towns are fast losing their

character, and councils are powerless to prevent it. Signs that can be erected on an unlisted shop without consent include glossy plastic fascias and bulky projecting signs.

Pavements consisting of expensive natural flagstones are being destroyed by the gas, telephone, water and electricity companies. Highway authorities often rip out cast-iron street lamps and stone kerbs. Telephone boxes, overhead wires, bus shelters, litter bins, seats and traffic signs clutter many historic streets, but are usually beyond the control of the planning authority.

"Council officers feel that they are involved in an unremitting, uphill struggle against muddled legislation, illegal development and residents misled by builders and salesmen ignorant of traditional building practices," the report says.

It recommends tighter regulations which would extend planning controls in conservation areas to the removal and replacement of external doors, windows and shutters; the building of walls, railings and fences; rooflights and the replacement of roofs in a different material or colour; the erection of porches or extensions, and the provision of driveways or parking spaces abutting a highway; the painting of unpainted exterior walls; all forms of cladding and render, including pebble-dash; and the demolition of architectural features including chimney pots, mouldings, porches, railings and garden walls.

There should also be stricter controls on shop fronts and street advertising, and on the installation of public callboxes, overhead wires, bus shelters, street lights and traffic signs.

Townscape in Trouble. EHTF. The Huntington Centre, The Vineyards, The Paragon, Bath BA1 5NA; ES

## Home eviction orders begin to fall

BY RACHEL KELLY, PROPERTY CORRESPONDENT

FIGURES from the Lord Chancellor's department showing that the level of court applications for evictions is running at almost the same level as last year are not as gloomy as they seem at first, according to the Council of Mortgage Lenders.

A deeper analysis of the figures released by the council

yesterday looks at them over a longer period and shows a decline in the numbers of homeowners facing court action for mortgage possession since the peak recorded in the late summer of last year.

"The monthly run of figures from the beginning of 1990 shows a steady increase in orders for possession made until the late summer of 1991," said Mark Bolat, director-general of the council.

"The figures for February show a decline of 31 per cent for orders for possession."

Mr Bolat expressed caution about using the figures as indications of the final numbers of people repossessed, but said that the figures did illustrate trends.

"The latest statistics confirm the declining trend in possessions," he said.

Though not a single family has yet finalised a mortgage-

into-rent scheme with a housing association. Mr Bolat said some families are on the way to becoming tenants and that other forms of mortgage rescue schemes were already having a "major impact" on keeping people in their homes.

Mortgage-into-rent schemes with housing associations were only one element of the package, and a last resort, Mr Bolat said.

## Enquiry suspends doctor

BY LYN JENKINS

A DOCTOR who called police to remove a paralysed patient from a hospital casualty department after being drunk yesterday was banned from practising for three months.

The patient, Gordon McCann, aged 44, was taken to Glasgow royal infirmary after being attacked while sleeping rough. The General Medical Council's professional conduct committee hearing in London was told that Richard Makower, a registrar, was at the end of a stressful 14-hour shift.

Two policemen later dumped the patient on a grass verge ten miles from the hospital. He was not operated on until a passer-by raised the alarm, but by then it was too late to do anything about his injury. Mr McCann is now paralysed from the neck down and lives with his sister in Glasgow.

Dr Makower, a father of three of Canterbury, Kent, who has since been appointed senior registrar at the Kent and Canterbury hospital, was found guilty of professional misconduct. He had denied the charge.

James Bednoch, QC, for Dr Makower, said: "This was an isolated incident in an otherwise exemplary career." Howard Bademan, an accident and emergency consultant, said no doctor should have to work more than eight hours in a casualty department. "He is an able doctor having made one catastrophic mistake in his life. Although his error of judgment occurred at the end of a long stressful shift this did not excuse him."

## Slump and war hit hotel trade

Last year was the worst for English hotels since 1982, a survey published today says. It blames a combination of the Gulf war and recession. The survey, by Horwath Consulting and sponsored by the English Tourist Board, says that average room occupancy fell six points from the 1990 level, to 51 per cent. Bed occupancy fell five points to 41 per cent. London was worst hit, with room occupancy falling to 13 per cent.

Geoff Parkinson, director of Horwath, said that early returns for 1992 showed occupancy was rising, but it would take years to return to 1988 levels, when room occupancy was 60 per cent.

Art stolen

Seven artworks were stolen from Hatchlands, a National Trust house near Guildford, Surrey. Police arrived within eight minutes of an alarm being set off, but the thieves had gone.

JP for trial

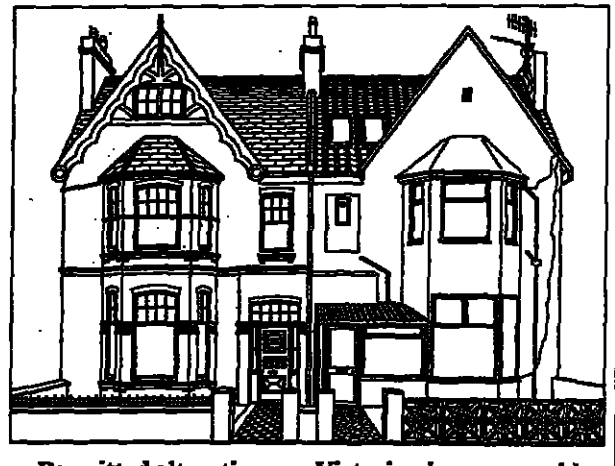
Mary MacPherson, a magistrate aged 51 of Seabrook, Northumberland, was hailed by Alnwick magistrates after electing trial by jury on a charge of stealing £20.

High hopes

Mick Terrans, aged 81, chairman of Durham county council, made a 10,000ft parachute jump at Catterick Camp, North Yorkshire, to raise funds for Alzheimer's disease research.

Constable dies

PC Colin Cwelly, aged 29, stationed at Fleet, Hampshire, died when his patrol car hit a tree at Dogmersfield.



Permitted alterations on Victorian houses would include porch, pebbledash and blocked windows

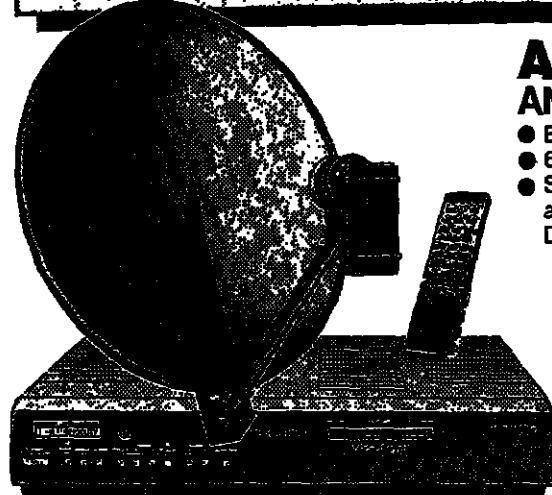


Alterations not requiring consent include doors and windows, shutters, railings and roof tiles

**Dixons**

**SAVE £20 PLUS 0% INTEREST ON SATELLITE TV\*** WHEN YOU SUBSCRIBE TO BOTH MOVIE CHANNELS FOR 12 MONTHS\*

**HURRY! - OFFER ENDS THIS SATURDAY**



**AMSTRAD 60cm SATELLITE DISH AND REMOTE CONTROL RECEIVER**

- Built-in decoder
- 60cm mesh dish offers the latest satellite viewing in England and Wales
- Superb stereo sound when played through a stereo TV or Hi-Fi. Model: SRD460

Dixons Usual Selling Price £199.99\*

**Dixons Deal £179.99\***

when you subscribe to both Movie Channels 20% DEPOSIT & 8 DIRECT DEBIT MONTHLY PAYMENTS OF £24

**AMSTRAD 80cm SATELLITE DISH AND REMOTE CONTROL RECEIVER**

For Scotland and Ireland, Model: SRD480

Dixons Usual Selling Price £229.99\*

**Dixons Deal £209.99\***

when you subscribe to both Movie Channels 20% DEPOSIT & 8 DIRECT DEBIT MONTHLY PAYMENTS OF £28

### DON'T MISS THESE BLOCKBUSTER FILMS

- Total Recall
- The Grifters
- Dick Tracy
- RoboCop 2
- Die Hard 2
- Another 48 Hours
- Home Alone
- Internal Affairs

### SPORTS HIGHLIGHTS

Including exclusive coverage of South Africa's cricket tour of the West Indies, FA Cup football highlights, Irish Masters snooker and the Spanish Open tennis championships.



## Charity urges ban on syringe cocktails

BY DAVID YOUNG

THE health department has been asked to halt the sale of cocktails served in large plastic syringes that are said to encourage alcohol abuse among teenagers.

The cocktails, which are sold under the brand name Cocktail Rockets, have an alcohol content of 24 per cent and have names such as Full Thrust, Fuel Injection, Crash Landing and Destination Venus. Some young people are drinking them by squirting the contents into their throat.

Alcohol Concern has complained to the makers and to the health department. The charity, which was set up to combat alcohol abuse, says that the packaging is aimed at teenagers.

Tony Humphries of Alcohol Concern said: "The fact that they are packaged in syringes links them to the excitement of taking drugs and puts them into the realms of the quick fix. They are clearly designed to encourage out-of-control drinking, simply to get drunk, and the way they are presented is clearly designed to appeal to very young people."

The cocktails are sold for £2.50 each in bars and discos. The manufacturer, Head-level, last year marketed Jellshots, a measure of vodka in a fruit-flavoured jelly. Recently some bars and discos have been selling ready-mixed cocktails in plastic test tubes under the Test-Cool brand name.

## BE A FRIEND

We all need friends, especially when we get old and lonely. Many of us now live longer, so we are all involved in looking after the elderly friends and relatives and old age comes to us all.

Friends of the Elderly have been looking after the old since 1905 and we now have twelve residential homes. The men and women in our care have professional backgrounds and find security and freedom with us for the rest of their lives, with nursing care when needed.

Please be a Friend and help us. Our new brochure will show you how easy and fulfilling it is to do this. Send this coupon or telephone now.

**FRIENDS OF THE ELDERLY**  
Tel No: 071 730 8263 Registered Charity: 226064

To: The General Secretary, Friends of the Elderly,  
42 Ebury Street, London SW1W 0LZ

Please send me a copy of your new brochure about the Society and how I can help.

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Postcode: \_\_\_\_\_

**Dixons**

● DEALS ● ACTION ● NEW TECHNOLOGY

AROUND 350 BRANCHES NATIONWIDE. TEL: 091-200 0200 FOR YOUR NEAREST BRANCH



ernised  
es ruin  
ic towns

John Young

can remember  
the NAME  
I can't remember  
what it stood  
for...

RIEND  
9/11  
HE FIDELITY

## News and analysis

Labour pledges... 8  
Case for the Union... 9  
Still campaigning... 10

### Labour's hospital film

# The story of what really happened to Jennifer Bennett

BY JEREMY LAURANCE  
HEALTH SERVICES  
CORRESPONDENT

EARLY in 1990, Jennifer Bennett, then aged three, endured sore throats, earaches and fevers. "She had chronic tonsillitis and adenoid problems which gave her a lot of ear infections," her mother Margaret said at her home in Faversham, Kent.

Some months later, she took Jennifer to see their GP, Marek Cynarski, at Faversham health centre. He referred her on July 31, 1990, to Alan Ardouin's ear, nose and throat clinic at the Kent and Canterbury hospital, suggesting that her tonsils and adenoids might need removing. The family were seen in out-patients in September and kept "under review" until Jennifer was placed on the waiting list on March 21, 1991. They had been led to expect a wait of six months but appear not to have done anything further until January this year.

"Alarm bells started ringing when a friend's daughter, who was diagnosed after Jennifer, got her operation first," Mrs Bennett said. "I then contacted Roger Moate, the

Row over broadcast	1
Kinnock interview	14
Leading article	15
L&T section	6

MP, and he sorted it all out for us."

Mr Moate wrote at the end of January to the chairman of the health authority. This was followed two weeks later by a letter from Jennifer's grandfather, vice-president of Faversham Conservative party. The health authority did not "sort the case out" but replied that Jennifer's case had been classified as routine and she could expect a wait of 12 to 18 months.

John Bennett, Jennifer's father, who has a practice as a hypnotherapist, said that, by this time, Jennifer's health was deteriorating. "We had to take antibiotics on holiday with us. We were going back to the doctors every six weeks. She could not concentrate at school. It was clear her hearing was in great danger." He said that teachers at Jennifer's school, the Ethelbert Road Infants School, had warned that she was not hearing properly.

Mr Bennett wrote on February 2 to the surgeon, Mr Ardouin, protesting about the delay. Before he received a reply, he also wrote, on February 14, to Robin Cook, asking "what a Labour government would do to alleviate this problem" and suggesting he "challenge [the Conservative government] on this matter at the earliest opportunity".

On February 17, Mr Ardouin replied. He appeared to assume that Jennifer's case was routine. Agreeing that it is "unacceptable for children to wait as long as Jennifer has had to wait", he blamed a shortage of resources.

"There is insufficient funding to allow us to have nursing cover on Sunday nights when we would normally admit four patients, and on Friday nights, which prevents us doing anything on Fridays which requires an overnight stay," he wrote. "As a result, the waiting list for overnight stay patients has climbed enormously."

Some time later, Mr Ardouin realised that Jennifer's case was urgent - but how is not clear. Interviewed on

BBC radio's *Today* programme yesterday morning, he said: "Having been told it was one of my patients, I naturally went to see what the situation was and, looking up my notes, I saw that she had in fact waited 11 months and had been put on the wrong priority. She should have been a priority case... we spotted she was down as a routine and not priority and, when we spotted that, we admitted her within three weeks."

At a press conference at the hospital yesterday evening, Mr Ardouin repeated this account. He said that Jennifer "should have been classified as 'soon', which would normally have meant a wait of between 38 and 40 weeks. The reason for this error is not clear but it has caused me to check all my waiting lists to ensure there are no similar problems."

It is common practice for ENT clinics to have two operating lists, one for routine tonsillectomies and another priority list for children with glue ear. The error in allocating Jennifer's case had not been noticed because the hospital had recently switched from a manual system of colour coded cards to a computer system which produced a black and white print-out.

Jennifer was admitted on March 4 and had an operation on March 5 to remove her tonsils and adenoids, drain the fluid from her ears and insert a grommet. A hospital spokesman said suggestions that a "clerical error" was responsible for the delay were being investigated.

Mr Ardouin said last night that additional operating sessions had been funded since the beginning of the year, which had led to a big cut in the waiting list. Earlier he told *Today* that no child now waited more than 19 weeks.

He said: "It is right to say that we do not have sufficient funds to do everything we need to do. Most consultants will tell you that. But in the last four years there has been a progressive improvement. It is not a question of how much money you put at the problem but whether you use that money efficiently."

He said that Jennifer's case was unrepresentative of the situation at the hospital and was unfair.

Broadcast dispute, page 1

# THE TIMES ELECTION 92

THURSDAY MARCH 26 1992

## Portrait of the artist as master propagandist

BY GEOFF BROWN

THE story of two girls with the same problem. One with plaits, anorak, attendant teddy, and a face as pale as milk; the other with glasses and what looks like a posh school uniform. Both clutch their ears in pain, but Milkface must suffer the longest. She tugs impatiently at the calendar; the hospital computer lists her operation for December, nine months away.

A bluesy soundtrack, a gliding camera and seamless editing escort the story to a split-screen finale. At the top lies the girl whose parents could afford up in bed, already cured; at the bottom, the wriggling, discomfited mite, smothered by the NHS waiting list.

To William Waldegrave's eyes, this four-minute drama was "wicked and ruthless," and used techniques "that would not have been out of place in pre-war Germany". To the *Times* film critic, however, the Labour party's broadcast appears a triumphant masterpiece of advertising technique, every image selected and honed. With one leap Mike Newell, its director, has joined Hugh Hudson, the man at the helm of 1987's "Kinnock: The Movie", as a major artist in the specialised field of party politics.

This is the kind of thunderbolt film that sends critics scurrying through Newell's past, seeking out signs of things to come. *Dance With a Stranger* (1985), the Channel 4 film that made his reputation, resurrected Ruth Ellis, the last woman hanged in England, and painted a chilling portrait of Churchill's Britain in the mid 1950s: claustrophobic and classbound, despair and violence lying close to the surface.

Thatcher's London in *The Good Father* (1986), a tale of fathers fighting for child custody, looked equally unlovely. Race riots simmered; rubbish lay uncollected in the streets. But Newell is hardly a political firebrand. From his earliest days at Granada Television in the 60s, his work has always relied on strong scripts from other hands. In the past, he has put pictures to words by Ian McEwan, Christopher Hampton, John Osborne and Shelagh Delaney. This time his writers were Robin Cook and Labour's media men, with the involuntary assistance of John Bennett, the concerned father who drew Labour's attention to his own daughter's prolonged wait for ear surgery.

Newell's cleverest stroke was to remove all dialogue until the story was told and Neil Kinnock, perfectly poised in a pale blue armchair, weighed in with some quiet, firm words. Freed of facts and figures, the images worked their own spell, stealing into viewers' hearts.

## The making of the party broadcast

BY LIN JENKINS

JOHN Bennett's letter to the shadow health secretary expressing his anger at his daughter's wait for a routine operation prompted a response he had not expected. Not only did his views win Robin Cook's sympathy - they sparked an idea in Labour's promotions team to adapt his story for a hard-hitting broadcast. A copy of the letter was passed to a team of researchers to look into the problems of children suffering from glue ear.

The National Deaf Children's Society provided statistics showing that one in ten children suffer the condition and face an average wait of six months for NHS surgery. A Labour party spokesman said: "The letter prompted the portrayal. Mr Bennett's daughter went on the waiting list on March 21 1991 and had the operation in the first week of March the following year. We used a typical case of someone with the condition and on the waiting list nine months compared to someone able to have the operation quickly by going private."

Mike Newell, who made *Dance With a Stranger*, about Ruth Ellis, the last woman to

be hanged, in Britain, was chosen to direct, and the brief was passed to The Producers, a film production company based in London. Included was Mr Bennett's letter and one from Alan Ardouin, a consultant at the Kent and Canterbury Hospital, in which he replies to the father's complaint about his daughter's wait and claims the hospital faces problems with the small size of the unit and insufficient funding for nursing cover on Friday and Sunday nights and blamed an administrative error for the particular delay.

Throughout the production the team kept in contact with Mr Bennett. He went to a recording studio to read his letter for a voice-over in the film, but the producers decided it was not needed. He said it was made clear that the child in the film was not supposed to be his daughter, but represent "a group of children from all over Britain who are having to wait months for their operations".

The Labour party spokesman said: "We have already had loads of calls from doctors, nurses and parents who say they have experienced the problem and support the broadcast."

## Backlash over NHS puts Kinnock on the defensive

BY JILL SHERMAN, POLITICAL CORRESPONDENT

NEIL Kinnock was forced on to the defensive for the first time yesterday during the election campaign as he was constantly asked to justify his party's emotive election broadcast on Tuesday night.

While Mr Kinnock tried to woo the skilled working class in Essex and Hertfordshire he was plagued by reporters, and later children, on the broadcast that put health on top of the election agenda. Labour aides were unsure whether to smile or snarl as their leader was pressed about comments allegedly

made by the parents of the child whose long wait for an ear operation was used as the basis for the broadcast.

Experience has proved that when health is given a high profile, support for Labour increases. However, as further details emerged about Jennifer Bennett and her mother's complaints about the publicity there was concern that Labour might have shot itself in the foot.

Mr Kinnock's silver wedding anniversary looked doomed from the moment his press conference with Robin

Cook broke up in the morning. Amid a press scrum he was asked why he was using "the big lie technique" in his campaign. "We are not using the big lie technique, we are telling the truth. That's what hurts people like you but does not hurt me," he countered.

Climbing out of a helicopter in Harlow an hour later he was besieged again by reporters claiming that the broadcast was not based on a true case. "Don't be silly," snapped Mr Kinnock, irritated by the questioning. "You know very well it's a genuine case. The family has been consulted at all stages."

By noon the broadcasters were anxious to get Mr Kinnock's comments on the broadcast for their lunchtime bulletins. At a process engineering company at Stevenage he again insisted that the case in the film was a real incident based on a letter sent from the girl's father. Mr Kinnock tried to return to his agenda - the economy, the recession and investing in health and education, but to no avail. Questioned on comments by Chris Patten, the

Conservative chairman, he accused the Tories of becoming hysterical because they were aware of the success of Labour's appeal.

Mr Kinnock seemed increasingly rattled but the local Labour candidate, Judith Church, stepped in just in time, announcing that she had also suffered the same experience as Mrs Bennett. Two of her children had needed minor surgery, and on both occasions she had been asked by her doctor whether she was covered by private health insurance.

## Clash of the soft-centred poppets of Battersea

Mirror, mirror on the wall, who is the nicest of us all? At dawn yesterday, in two South London bathrooms, two perfectly charming middle-aged gentlemen stared into their shaving mirrors.

Butter would not have melted in their mouths. One of them was John Bowis, Tory parliamentary candidate for Battersea, and previously their MP. The other was Alf Dubs, his Labour challenger and until 1987 the Labour MP for Battersea. Mr Dubs would not only help an old lady across the road, he'd offer her a polo mint too. Your average cuddly toy is a brute, by comparison with Mr Dubs.

Fate had decreed that these two complete sweetie-pies face each other in mortal combat, in one of London's most marginal seats. The Tory majority was 800 last time.

"Of course, Mr Bowis is a nice chap," I said to one of Dubs's staff. "That's our problem," he replied. "Alf's a nice bloke." I said to one of Bowis's helpers.

"That's our problem," she said. "Mind you John's the only really, really nice candidate," said the chairman of the Battersea Tories. This was



### CAMPAIGN SKETCH

MATTHEW PARRIS

the battle of the nice guys. Picture a duel between Mother Teresa and Florence Nightingale. The first event of the day was the arrival of Neil Kinnock. At a press conference on health, the Labour leader had been bullied mercilessly by the press, but stepped now into a new world. A little boy rushed up, threw his arms around Mr Kinnock and exclaimed: "I love you." Such is the Battersea spell woven by Bowis and Dubs.

I followed Bowis into a rough council estate. "Enemy territory," I remarked. "Ah," came his mild rebuke. "We'd never make it without the many friends we have here." Mr Bowis resembles a favourite teddybear. Large, kindly and blandly featured, one feels quite certain that if one lifted him up by his feet or pressed his stomach gently he would emit a friendly growl.

I followed Dubs to a meeting with old folk at the Garfield Community Centre. Surrounded by kiddies' rocking horses and plastic dogs on wheels, he sat in front of a poster entitled "Five Speckled Little Frogs". "Alf," said a wrinkled old lady. "I've heard that under the Tories pensioners will be thrown out of nursing homes."

"Oh, no Lily," said the honourable Dubs. "I don't think that's the case."

Care-worn and kind, Mr Dubs resembles one of those exotic dogs you see at Crufts whose faces are completely crumpled due to an excess of skin. "You and I will have to have a little chat about this, Lily."

"Mr Bowis, there's a lady who's disabled at No 31," advised an earnest Tory helper. Bowis lumbered over. Actually the lady at No 31 was not disabled, but her father-in-law had diabetes and angina. "Anything I

can do to help?" asked Bowis. The lady at No 40 had the husband who was blind. Mr Bowis fondled the guide dog. "Let me know if I can help." At No 22 the man was on crutches. "Does the weather affect you much?" The chap with the neck support at No 29 might not be voting for Bowis. "Never mind, I'm here to help you anyway."

At No 26, "my dad's very ill with pancreatitis, diabetes and agoraphobia; my daughter's asthmatic. I'm seeing the social worker but my GP says I'm to be rehoused due to my own mental health and my mother says she can't stand no more of it. And my daughter can't settle at her school." Mr Bowis stared sympathetically at his shoes.

"Let me see if I can have another go for you with the council."

"You know me, here," said Alf Dubs to the ring of old ladies around him. "All I want to do is go on helping you."

"Bye, bye, Alf," they called as he left. "Bye, bye, Bowis, bye, Lily." Whoever wins this constituency on April 9, by April 10, Battersea will have an absolute poppet of an MP.



Television drama: scenes from Labour's broadcast, in which an actress portrayed Jennifer Bennett, who had to wait for an ear operation

SHOWING THIS WEEKEND

26th - 29th MARCH

IDEAL HOMES ABROAD  
IDEAL GARDENING SHOW  
PERSONAL FINANCE SHOW  
BABY IDEAL HOME

All at Earls Court London's most central and accessible exhibition venue.

A one price ticket of £6 that allows you into the Ideal Home Show with thousands of bargains and new ideas for your home.

**IDEAL HOME PLUS**

IT'S THE BIGGEST SHOW IN TOWN

THE 1992 DAILY MAIL IDEAL HOME EXHIBITION  
EARLS COURT, LONDON, MARCH 12th - APRIL 5th

IN ASSOCIATION WITH THE DEPARTMENT OF ENERGY AND THE DEPARTMENT OF THE ENVIRONMENT.

FOR INFORMATION OR CREDIT CARD TICKET BOOKINGS  
CALL 0800 200020. CALL COST 00P. CHEAP RATE AND 00P PER CALL MINUTE AT ALL OTHER TIMES.

THE GOVERNMENT ACTIVELY PROMOTES ENERGY EFFICIENCY IN THE HOME TO COMBAT GLOBAL WARMING. IF YOU WOULD LIKE TO RECEIVE FURTHER INFORMATION TELEPHONE 0345 284 282.



# Stroke of good luck for Conservatives in a no-win campaign on health



Jackson: grasp of NHS plans sometimes shaky

For the first time in the campaign, the Tories had a stroke of luck yesterday — on health, the issue where they are most vulnerable. It enabled them to question Labour's trustworthiness, even though it may make little difference to the public's view of the two parties' ability to run the health service itself.

But so reluctant have the Tories been to discuss health that it took ministers several hours to mount a co-ordinated attack on Labour over Tuesday's election broadcast showing a girl suffering pain for several months because she had to wait for an NHS operation. The doctor involved and the mother of the girl whose case was used in the broadcast said Labour's version was a distortion, although the truth is not clear.

Even though doubts over the broadcast appeared in the morning papers, Tory leaders did not mention the matter at yesterday morning's press conference until it

## RIDDELL ON THE ELECTION

was raised by reporters. Later, they launched their most energetic attack of the campaign against Labour.

The affair may temporarily check Labour's momentum since party leaders have been forced on the defensive. The television images may be less favourable than they have been. The Tories are naturally delighted with the chance to challenge Labour's judgment and turn the spotlight away from health as such.

Nevertheless, on the basic question, the Tories remain vulnerable. According to the latest Mori poll for *The Times*, not only is health care the most important policy issue affecting which way people will vote, but Labour is, by a large margin, also regarded as having the best policies. To some extent

that has always been true. Health is pre-eminently a Labour issue. But not only has health become a relatively greater influence on voting intentions, but Labour's lead is also larger than at the last two general elections.

The changes in the structure of the health service have provided plenty of ammunition for Labour candidates. When I visited Dulwich earlier this week, Tessa Jowell, the Labour candidate, quoted a local doctor as saying the campaign would be decided in the casualty department of King's College Hospital. Because of reductions in the number of beds, some patients have had to wait on trolleys for several hours, according to the lead story in the local paper. There are plenty of similar stories of cuts and disruptions as hospitals switch to trust status and GPs become fund holders.

On Tuesday night, I went to a meeting of 400 people at William

Ellis school, in Parliament Hill Fields, north London, attended by the three main candidates for Hampstead and Highgate. It was an occasion where if you shouted "is there a doctor in the house?" you might have been trampled to death: among the questioners were two Labour peers (a former secretary of state and a local GP) plus two professors at medical schools. Many of the audience worked in the health service and were sceptical of, and hostile to, the recent changes, even when presented by the fluent Oliver Letwin.

Labour's Glenda Jackson, whose grasp on the details was at times shaky, finds it easier to win support for a more populist appeal to the values underpinning the NHS. Revealingly, the loudest applause of the evening went to one of the professors who blamed cuts at a local hospital on the consequences of a market forces system. It is a difficult, if not impossible,

argument for the Tories to win, however often ministers point to the increase in numbers of doctors and nurses, increases in numbers of patients treated and a faster growth in spending in real terms than Neil Kinnock himself promised in 1987.

The Tories are also planning to spend much more in the future. But it is never enough. Arguments over underfunding are inevitably elastic since it is hard to define what is the right level of funding. Although in one sense it is true that there is a "bottomless pit", that is also misleading since there are definable areas where more money is needed.

Labour's package yesterday was skilfully constructed and presented to deal with several of the most immediate complaints — providing money for more ambulances, to deal with excessive hours worked by junior hospital doctors and for more intensive-care beds.

The Tories argue that the £1 billion allocated by Labour for the next two years does not take account of the cost of the introduction of a national minimum wage, the introduction of no-fault compensation and the abolition of compulsory competitive tendering. They have also raised questions about where a Labour government would find the money to meet its longer-term pledge to reverse underfunding.

In practice, while there are real differences between Tories and Labour over independent trusts and GP fund holding, the gap over rates of growth of spending is much smaller. Both parties are committed to raising health spending in real terms. But the Tories are never likely to be given the credit for what it has done when Labour is promising more. That is why the Tories are keen to talk about almost anything else.

Peter Riddell

## Labour pledges

# 7,000 more nurses will be recruited

By Philip Webster, Chief Political Correspondent

LABOUR promised yesterday to recruit an extra 7,000 nurses, restore free eye tests for everyone over 40 and cut junior doctors' hours. It was outlining how it would spend much of the extra £1 billion allocated to health by John Smith in his shadow budget.

The party promised to increase by 50 per cent, or £20 million, the money allocated by the government next year to cutting waiting lists and about £135 million for repairing and cleaning hospitals.

As the storm over Labour's emotional election broadcast continued, Robin Cook, the shadow health secretary, set out specific spending pledges totalling more than £600 million over the next 22 months.

William Waldegrave, the health secretary, accused Mr Cook of scattering spending pledges like confetti. Labour's tax package would nowhere near fund all their spending pledges. "They must come clean at last and tell us what the extra taxes would be or which pledges would be for the chop."

Labour's health budget promised:

□ Recruitment of an additional 7,000 nurses (£136m).

□ Better childcare facilities for NHS staff (£10m).

□ More intensive-care beds with trained staff (£25m).

□ More consultants and support staff to reduce pressure on junior doctors and cut their hours (£35m).

□ A family doctor fund to develop and modernise the GP service (£56m).

□ An additional £20m to expand the government's £39m allocation for cutting waiting lists.

□ Repairing shabby hospitals and providing modern reception areas (£100m).

□ Introduction of tough new standards of hospital cleanliness (£35m).

□ Purchase of 500 new ambulances (£25m).

□ Housing and care initiative for people with mental illness (£50m).

□ Immediate right to a free eye test for all over 40 (£95m) with legislation later to extend it to whole population.

The measures total just over £600 million, leaving what Mr Cook called a "margin for contingency expenditure". There was no specific reference to Labour's prom-

ised incentive fund for efficient hospitals.

Labour sources said some of the money allocated for waiting list cuts would go towards incentives in the initial stages. Once performance agreements were signed, it was likely that some of the money left over would be used for incentive payments.

Mr Cook said the budget "honours our pledge that in year one underfunding can be attacked from the start and continued year on year. This is a flying start towards our goal of a modern NHS with the resources it needs."

Asking whether Labour would prevent the kind of situation its broadcast had shown, Mr Cook said: "I cannot give you a commitment that from April 10 nobody will be waiting for an operation. We will inherit the legacy of the Tory government."

He added: "What we will not tolerate is a situation where patients who do not want to go private and who want to be treated in the NHS feel they are forced to go private because that is the only way they can get the treatment they need."



What the doctor ordered: Robin Cook, Labour's chief health spokesman, taking the train from Euston to Wolverhampton yesterday after setting out the party's immediate spending plans for the health service

## Tory response

# Emotive tactics no cure, says Major

By Nicholas Wood, Political Correspondent

THE prime minister attacked the Labour party yesterday over its use of emotive tactics in the election battle over health.

John Major signalled his distaste for Labour's approach after the screening of a party political broadcast alleging that children in pain were being denied treatment because their parents could not afford to pay.

"It tells us more about the Labour party than it does about the health service," Mr Major said in defending the Conservatives' commitment to the health service since its inception in 1948. He claimed that Labour's pledge of £1 billion extra would not help a single patient.

Speaking in Edinburgh, the prime minister said that spending on the health service had increased by a "staggering" 50 per cent in real terms since 1979. "We have built it up since the mid-Forties to a greater extent than Labour has ever done. Last year, we increased health resources over and above inflation by 5 per cent. That is what we have put aside in our public expenditure plans for next year."

Robin Cook's promise of another £1 billion would be swallowed up in higher costs, Mr Major said. "Between £400 million and £500 million of that would be lost in extra costs on the minimum wage — not my figure, Robin Cook's figure — and because of the abolition of compulsory competitive tendering. Further money would be lost because they proposed to remove charges bringing resources into the health service."

"There would be no extra funding for treating patients out of the Labour party's £1 billion. There will be no extra money to treat one extra patient. What there is is party dogma taking resources away from the health service."

Mr Major also defended the morality of private medical care and praised close collaboration between the public and private sectors in health. "We are a free, open society. Do you want a restrictionist society where you are told as an individual that you cannot spend your money on your way outside the health service in the interests of your family? Is that the sort of society the Labour party wants? What other parts of our society would they deny choice?"

"Our job as government is to build up the health service. That we have done in spectacular fashion. That we have done in a fashion no previous government ever contemplated."

## POLLWATCH by Ivor Crewe

# Sound and fury that signify little at the ballot box

THE Labour party has done a "Benetton". By making an election broadcast of questionable taste they have made it an election issue and attracted extra media attention. Yesterday's campaigning agenda was dominated by the health service — Labour's strongest card.

This is not the first time Labour has grabbed attention for one of its party election broadcasts. The first one that it screened in the 1987 campaign, put together by the film director Hugh Hudson, focused on Neil and Glenys Kinnock, skilfully linked his rise from working-class boy to party leader with Labour's claim to represent the aspirations of ordinary people. No such broadcast had ever won so many media plaudits.

The Alliance's first election broadcast that year was a flop. Bathed in soft focus, Rosie Barnes sat in a field with her small daughter and pet bunny, talking for ten minutes about parents' worries. The media were derisive. Some commentators believed Labour had pushed the Alliance into second place in the

first week of the campaign because of its vastly superior election broadcast. "Kinnock — The Movie" did wonders for Labour morale, boosted Kinnock's own ratings considerably, and improved voters' perceptions of how effectively the Labour party was campaigning. But the electoral pay-off was negligible. Labour support averaged 34 per cent in the pre-broadcast polls and 36 per cent in the post-broadcast polls; by election day it had fallen back to 32 per cent. The Alliance's support dropped from 23 per cent to 21 per cent but recovered to 23 per cent by election day.

The impact of election broadcasts is limited because, being alert to propaganda and saturated with electioneering, voters either turn them off or pay little attention. According to an IBA survey in 1983 (Barrie Gunter et al, *Television Coverage of the 1983 General Election*) fewer than a quarter claimed to "pay attention carefully" to party election broadcasts. But such broadcasts are not without influence. They can shift the

wavering and don't know. Among those deciding how to vote during the 1987 campaign, more than 40 per cent claimed to have been influenced by a party election broadcast.

The effectiveness of such broadcasts can be judged by the difference between the proportion of converts to and defectors from the party in question. By this measure it is the centre that traditionally benefits most from election broadcasts. The boost in coverage to the small centre party seems to outweigh the constraint of low budgets. In 1987, converts outweighed defectors by 11 per cent for Conservative broadcasts, 16 per cent for Labour broadcasts, and 63 per cent for Alliance broadcasts. The net effect was a boost of 0.4 per cent to the Conservative vote, 0.6 per cent to the Labour vote and 2.8 per cent to the Alliance vote. Over the years, the Conservatives have probably done more for Saatchi & Saatchi than the agency has done for the Conservatives.

Ivor Crewe is professor of government at Essex University.

## Hospital waiting lists reduced overall

By Jeremy Laurance, Health Correspondent

HEALTH authorities have in the past 11 months successfully reduced their longest waiting lists, but at the expense of an increase in patients waiting for shorter periods, according to figures released by the health department yesterday.

In February, hospitals treated more than 9,288 patients who had been waiting more than two years, almost halving their two-year lists in line with the government's objective of clearing them by April 1. But, in the same month, 9,092 people joined those who had been waiting for treatment for less than a year.

Overall, the total number waiting, at 925,663, fell by

Monthly monitoring of in-patients and day cases combined (February 1992 and percentage change since March 1991)

Region	Under 1 year		1-2 years		Over 2 years		Total	Ch'ge
	Total	Ch'ge	Total	Ch'ge	Total	Ch'ge		
Northern	52,549	10.9%	4,365	-7.5%	207	-86.0%	57,111	6.6%
Yorkshire	63,134	5.0%	7,098	-18.0%	492	-84.6%	70,714	-1.4%
Trent	76,528	10.2%	9,443	2.2%	252	-80.4%	86,223	7.8%
E Anglian	35,768	-2.2%	4,629	-27.7%	472	-86.5%	41,069	-9.1%
NW Thames	46,856	-2.5%	5,804	-5.4%	1,187	-77.2%	53,847	-1.9%
NE Thames	68,230	5.3%	9,574	-21.7%	2,724	-69.0%	80,528	-3.7%
SE Thames	66,477	6.2%	8,852	-17.1%	1,097	-83.2%	76,427	-4.2%
SW Thames	43,585	5.5%	3,212	-33.7%	189	-90.2%	46,986	1.9%
Wessex	51,640	5.1%	4,236	-36.9%	320	-80.0%	56,196	-6.5%
Oxford	39,925	5.7%	6,050	-12.2%	726	-75.4%	46,701	-4.8%
S Western	62,840	7.0%	4,099	-59.5%	803	-81.8%	67,742	-7.5%
W Midlands	63,504	4.0%	6,496	-45.0%	1,557	-72.5%	71,557	-8.4%
Mersey	63,670	12.9%	1,254	-66.2%	0	n/a	64,924	7.8%
N Western	75,230	8.3%	7,139	-26.7%	318	-92.7%	82,687	-1.0%
All regions	814,741	6.0%	86,420	-26.4%	10,364	-79.5%	911,515	-2.7%
SHAs	11,746	18.2%	1,548	8.2%	854	6.0%	14,148	18.2%
Total	826,487	6.1%	87,968	-26.0%	11,208	-78.1%	925,663	-2.4%

about 5,500, or 0.6 per cent, because of a cut in those waiting between one and two years.

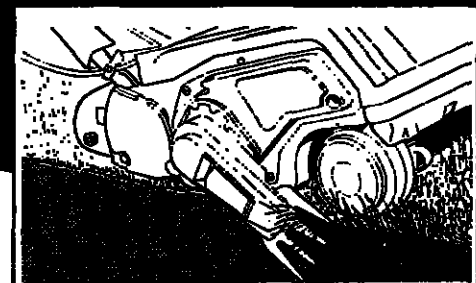
This total figure is 2.4 per cent down since March

1991. There have been big reductions in those waiting more than a year (26 per cent) and more than two years (78.1 per cent) but a rise of 6.1 per cent in the much

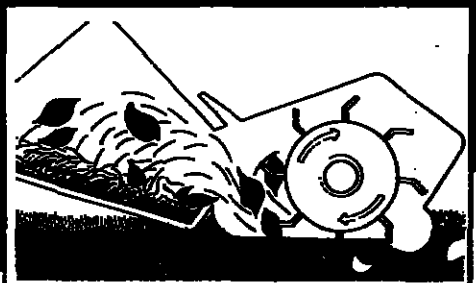
larger number of patients waiting less than a year.

Overall waiting lists were lower by 24,068 at the end of February than they were last March.

# FREE



Lawn Edge Trimmer £19.99  
Man. Rec. Price



or Lawn Rake £19.99  
Man. Rec. Price

Offer redeemable by post. See special packs for details.

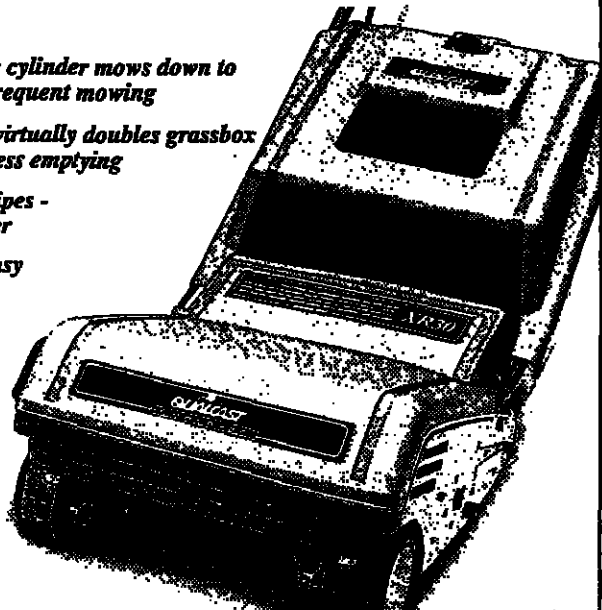
When you buy a

# QUALCAST ConcordeXR

The Qualcast Concorde XR range of electric cylinder mowers. From around £95 to around £135. Available from Argos, Index, B&Q, Co-op, DO-IT-ALL, Some Electricity Board shops, Great Mills, Asda, Dickens, Texas, Focus DIY, Leading Mail order Catalogues and all good hardware stores and specialist garden machinery retailers.

Atco-Qualcast Ltd, Suffolk Works, Stowmarket, Suffolk, IP14 1EY.

QUALITY • CHOICE • VALUE • QUALCAST GIVES YOU MORE



- \* Low cutting cylinder mows down to 1/2" for less frequent mowing
- \* Compactor virtually doubles grassbox capacity for less emptying
- \* Qualcast stripes - wide rear roller
- \* Light and easy to use
- \* Three models available XR25 (10"), XR30 (12"), XR35 (14").

Major political moral campaign for unity

ories are running. Salm



Labour will wre



Scotland

# Major puts moral case for unity

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

JOHN Major pitched yesterday for the moral high ground in Scotland as he intensified his efforts to stem the tide running towards independence.

As he began a day of campaigning in the country, Mr Major presented himself as the only party leader working for the good of the United Kingdom as a whole.

In his most candid assessment of the deep political questions underlying the devolution debate, Mr Major said that if he were motivated by narrow party political calculation he would favour separation. Severing all links between England and Scotland would disqualify Scottish MPs from Westminster and put the Conservatives in an unassailable position in the rest of the UK.

However, far bigger matters were at stake than his party's chances of retaining their grip on power, he said. The union between the two countries had served them well for nearly 300 years and a break-up would diminish every part of the kingdom.

With the latest opinion poll in Scotland showing the Tories sinking a slight advance but still languishing in third place behind the Scottish nationalists and Labour, Mr Major said he wanted to see the debate about the future of Scotland carry on beyond the election. The ICM poll for *The Scotsman* yesterday also showed that two in three Scots wanted constitutional change, a modest drop on previous figures, suggesting that Mr Major's message is beginning to hit home.

The prime minister said he believed that, although the Scots understood the prize of independence, they did not yet appreciate the price, not just in higher taxes but also in a weakening of Scotland's international standing.

"Every one of our oppo-

nents is fighting a divisive campaign. They have policies that will divide our UK. I want to keep the UK united," he told a press conference in Edinburgh. "The Conservative party is the party of unity, and that is becoming clearer day by day. The separatist agenda has been laid before us. It is a mean and narrow vision. The socialism of the SNP would leave Scotland diminished and impoverished. And after nearly 300 years it would tear the UK apart."

"Labour peddles another option: halfway house separatism. A tax-raising parliament which would push up barriers, make Scotland the highest-taxed part of the UK, and set it rolling towards complete separation. That would leave Scotland, England, Wales and Northern Ireland the poorer — all of them."

But Mr Major's strongest words came as he insisted that he alone among the party leaders was motivated by higher considerations than self-interest. "There are 72 seats in Scotland. I am the leader of the Conservative party and we have nine seats. If I was concerned solely about electoral self-advantage I would say: 'Go and have separation, come out of the Westminster parliament'."

"The effect of that is that the Conservative party would be undefeatable in the rest of the UK. Everybody in this room knows that to be the case. So let them ask themselves this question. Why is it that the prime minister who at this moment only has nine seats out of 72 is the only party leader fighting to maintain Scotland wholly within the union?"

"Why is it that narrow party interest? Or is that the interest of the future of Scotland and the future of the whole of the UK?"

## Tories are running scared, says Salmond

By KERRY GILL

THE Scottish nationalists tried to turn John Major's attack on the party to their advantage yesterday by claiming that the Tories were "scared stiff" of the SNP's strong showing in opinion polls. According to the survey, the Tories could lose three seats to the SNP.

After the prime minister accused the nationalists of wanting to tear the United Kingdom apart, Alex Salmond, the SNP leader, said Mr Major realised that the SNP was about to defeat some of his few Scottish MPs. "That is why the prime minister and his predecessor have come scurrying north in a desperate bid to resist Scot-

land's move to independence. But Major and Maggie will not scare the Scots. They are two good reasons why we need independence."

An ICM poll in *The Scotsman* yesterday indicated that the Tories' stand on Scotland's future could be their undoing. Ian Lang, Scottish secretary, risks defeat by Matt Brown, his SNP opponent in Galloway and Upper Nithsdale. Also under threat from the SNP are Bill Walker, Tayside North, and Sir Nicholas Fairbairn, Perth and Kinross. Phil Gallie, hoping to keep George Younger's seat at Ayr, could be thwarted by Labour.

The poll put the Tories on 22 per cent, up four points on a similar poll two weeks ago. Labour dropped one point to 41 per cent, the SNP fell one point to 27 per cent and the Liberal Democrats fell two points to 9 per cent.

The poll shows that the constitutional debate has tended to squeeze devolution with support for the *status quo* and independence up. The poll, conducted on Sunday and Monday, put backing for independence at 37 per cent, devolution at 34 per cent — a drop of seven points — and the *status quo* back up to 25 per cent.



Salmond: accused Major of scurrying north

## Labour 'will wreck pensions'

Philip Webster and Arthur Leathley report on new lines of attack by Tories

THE Conservatives yesterday opened up two new offensives against Labour's plans for a statutory minimum wage and what they claimed was a blitz against personal pension holders.

Tony Newton, the social security secretary, attacked Labour's proposal to abolish the 2 per cent incentive for people opting out of state earnings-related pensions schemes. He accused John Smith, the shadow Chancellor, of syphoning off money due to more than 4.5 million pension holders, mostly on modest incomes, to fund Labour's spending promises.

An average earner with a personal pension would lose a £5.50 a week contribution to his pension next year, Mr Newton said, "but the true impact of Labour's overall package

land' in claiming that it would not add to the costs of the national health service and would increase revenues for the Treasury. Mr Kinnock maintained at Labour's daily press conference yesterday that the National Institute for Economic and Social Research had estimated that the minimum wage would add £1.2 billion to Exchequer revenues. In the public sector, the minimum wage would be effectively self-financing and would not add to the spending obligations of the NHS.

Mr Howard said that the only basis on which increased revenues could be predicted was on the "fairyland" assumption that the minimum wage would not destroy jobs. "You do not increase people's spending power by destroying their jobs," he said.



Flattened: A road roller, rumbling round a central London square, demolished all in its path yesterday including a model factory labelled Recovery — a symbolic representation, the Conservatives claimed, of Britain under Labour (Arthur Leathley writes).

The roller was plastered with L (for Labour) plates and stickers saying Tax Up and Prices Up; and in case any primary school pupil failed to

grasp the point being made outside the Tories' Smith Square offices, cabinet ministers Michael Heseltine and Michael Howard spelt out the message. "Labour's policies would flatten Britain's economic recovery," Mr Howard said. Mr Heseltine's press release read "Taxes flatten the economy."

The Conservatives were delighted with the television coverage of the stunt, the brainchild of Tory plan-

ners rather than of the party's advertising agency, Saatchi and Saatchi. "It was a very effective piece of media campaigning," said Steve Hilton, co-ordinating campaign policy between central office and Saatchi.

More independent observers hailed it as the latest in a series of brutal and misdirected campaign tricks which lacked the force of some of Labour's publicity efforts. Two

Tory campaign slogans have misfired. The poster claim: "You can't trust Labour" has been repeatedly amended to "You can trust Labour", giving the party an unexpected, free flip. Then John Major unfortunately stood in the wrong place beneath the Tory slogan "The best team in a troubled world" enabling photographers to capture a downcast-looking prime minister under the word "troubled".

## Prescott pledges green aid

Labour would give at least £150 million over five years to local councils for congestion-easing transport schemes, John Prescott, shadow transport secretary, said.

"These pilot schemes will make an immediate impact on congestion and reducing environmental damage. We will judge their success before spreading them," he said.

## Blank replies

John Major often does not answer questions, according to York University psychologists who have studied his face-to-face television interviews. They say that over 18 months he has shown a rate of 36 per cent "non-replies" to questions. Neil Kinnock's score was 7 per cent.

## Police plea

Politicians of all parties were accused of putting the interests of criminals before those of victims. Lyn Williams, deputy general secretary of the Police Federation, said in Sheffield that the criminal had lost all fear of retribution.

## Burglar strikes

John Fareham, Conservative candidate at Hull East, was burgled while canvassing. A camera, video recorder and cheque books and credit card were stolen from his home.

## Payne stands

Cynthia Payne, who was prosecuted over sex parties held at her home in Streatham, southwest London, said that she would be a candidate for the Conservative-held marginal.

## GIVE YOUR CHILD THE GIFT OF MUSIC



Listening to music feeds the imagination and emotions of a child. But learning to play a musical instrument is even more important. When planning your child's musical future, an initial investment in a quality instrument from a respected manufacturer is a wise one. Yamaha's finely crafted student brass and woodwind instruments will assist the pupil in realising

his or her full potential, sustaining interest and ensuring that the learning process is at all times an enjoyable one.

Then, who knows? In years to come, your child might be considering the purchase of an instrument from Yamaha's professional range. Give your child the gift of music with Yamaha brass and woodwind instruments.



For the free "Parents guide to brass and woodwind instruments", please send this coupon to: Yamaha-Kemble Music (UK) Ltd, Acoustic Dev. Sherbourne Drive, Tiltbrook, Milton Keynes, MK11 8BL.

Name .....

Address .....

Postcode .....

726

## YAMAHA BRASS AND WOODWIND



## Red Flag to a young bull — Quintin Hogg first entered battle in 1924

# Still campaigning after all these years

IN THE general election of 1924 a 17-year-old Eton schoolboy spoke at an overflow meeting in support of the local Conservative candidate in Windsor.

Passions had been raised by the leak of the Zinoviev letter, linking Labour with Soviet leaders. So the apprentice politician planned what he describes as "a terrific peroration saying the choice was between the Red Flag and the Union Jack". He was the third speaker and, while waiting, he read over his shoulder the notes of the "doddering" old man due on second which concluded that "the choice was between the Red Flag and the Union Jack".

More than 67 years later, the schoolboy — Quintin Hogg, now Lord Hailsham of St Marylebone — is still campaigning actively. And, refreshingly, he does not believe that everything was better in the past. He is not sure there was a golden age of the public meeting.

Nor does he believe there has been a decline in election oratory. The candidates for whom he has spoken in this campaign made "matter of fact and sensible speeches". But he acknowledges that there has been a fall in standards of public debate: prime minister's questions and television have been "corrupting". MPs behave like "little

**Peter Riddell talks to Lord Hailsham about the passion of elections after nearly 68 years on the hustings**

cockspawes, pit bull terriers, shaking their little heads and abusing one another". Gladstone, his lordship chuckles, would "not have approved". What, I wondered, would Winston Churchill have thought? Adopting a Churchillian growl, Lord Hailsham thought he would have agreed, although not in the same way since he was also aggressive.

Nowadays there is so much on television, whereas "in the old days there was only the BBC and radio" where politicians made great broadcasts, "very measured and reasonable". He says he is thinking of Baldwin. John Major has often been compared to Baldwin, although Lord Hailsham thinks Mr Major is "more piano" than Baldwin who was cosy, paternal and very reasonable.

He has more vivid memories of by-elections than of general elections when everyone speaks. He was the successful pro-Chamberlain, pro-Munich candidate in the Oxford City by-election of 1938 which, he remembers, "had the fixed attention of the whole world". He was opposed then not only by youthful socialists such as Denis Healey but also by rebel Tories such as Edward Heath. After renouncing his peerage in 1963 he faced a less dramatic, but also vigorous, by-election in St Marylebone.

Lord Hailsham reveals in campaigns. There is a memorable newsreel showing him brandishing a stick and hitting a Labour poster during the 1964 election. Five years earlier he was party chairman and recalls the day when, campaigning for Anthony Barber in Doncaster, he heard about Gaiskell's promise not to put up taxes. "The Lord hath delivered him into my hands," he rejoiced.

In the present campaign he is doing some speaking, although he has not yet gone up to Grantham where his son, Douglas Hogg, the Foreign Office minister, is standing.

Lord Hailsham is trying to strike a new note, arguing strongly against a hung parliament and Liberal Democrat attempts to do a trade-off.

In his 85th year Lord Hailsham can be guaranteed to inject the zip and pep otherwise said to be lacking in the Tory campaign.



Veteran of the hustings: Lord Hailsham at home yesterday but ready to do battle: below left, with his first wife and a crowd of supportive laundry workers at Oxford in October 1938; below right, out with two of his children in St Marylebone, London, in April 1966

## Hattersley pledges police aid

Labour announced a £33 million crackdown on crime yesterday, pledging an immediate increase in the number of police officers. Roy Hattersley, shadow home secretary, urged chief constables in England and Wales to prepare post-election bids for additional officers and said that priority would go to putting more officers on the beat.

"Crime will continue to escalate until the government gives proper priority to crime prevention," he said.

## Total tops 43m

More than 43 million names are on the electoral roll for this election. The Office of Population Censuses and Surveys published figures that show 43,725,003 on United Kingdom registers. There are 36,435,874 in England, 2,218,551 in Wales, 3,929,112 in Scotland and 1,141,466 in Northern Ireland.

## Family cash

Labour's minimum wage would tackle the scourge of poverty pay for four million workers, the transport workers' union said. The proposed rate of £3.40 an hour would help 23 per cent of the nation's families, giving average rises of £17 a week, mainly to poorly paid women.

## Labour odds on

Bookmakers William Hill reported support for Labour after England's cricket world cup defeat by Pakistan. The company now quotes Labour at 8-11 to win the election, easing the Conservatives from 5-6 to evens, with the Liberal Democrats at 200-1.

## Party's fate rests in public school hands

BY DAVID LIPSEY

THE fate of the Tory party yesterday rested once again in the hands of an old Etonian.

The Rt Hon William Waldegrave, pronounced Wargrave if you please, who saw frontline action fighting off Labour's controversial political broadcast, still represents a more typical breed of Conservative than John Major, according to the Labour research department.

Eton was alma mater to 43 Tory candidates, according to an analysis published yesterday by the independent left-wing unit. They include not only Mr Waldegrave but also Douglas Hogg, a foreign office minister; Winston Churchill's two grandsons, Nicholas Soames and Winston Churchill; and Tim Renton, the arts minister.

Scarcely less blue-blooded, there are ten Harrovian Tories and 11 Rugbians.

Of Tory candidates, 55 per cent went to public school. That compares with 11 per cent of Labour candidates, and, currently, 7 per cent of all children. Nor, despite Mr Major's new model party, are

the public schools lightly loosening their grip on the Conservative party. Even among first-time Tory candidates, more than four in ten went to public school.

Classless the Conservative party may not be, but it has shed one traditional epithet: it is no longer the stupid

Labour	Conservative
Lecturer	13%
Teacher	13%
Trade union employee	8%
Manual worker	8%
Charity worker	5%
Lawyer	5%
Local government	5%
Journalist/broadcaster	5%
Party employee	4%
Manager	3%
Consultant	3%
Social worker	2%
Other	25%
Company director	21%
Lawyer	14%
Consultant	9%
Journalist/broadcaster	7%
Manager	5%
Banker etc	5%
Party employee	4%
Teacher	4%
Accountant	3%
Doctor	3%
Surveyor/Architect	1%
Other	21%

## Poll pact with Unionists could wreck peace talks, says Hume

BY EDWARD GORMAN, IRELAND CORRESPONDENT

JOHN Hume, leader of the nationalist SDLP, warned the Tories and Labour yesterday that they would be condemned in Britain, Ireland and abroad if they struck a deal with Unionists after the election.

He implied — as senior officials in the party are prepared to admit privately — that a deal with Unionists could wreck the talks on Northern Ireland's political future or, at best, effectively put them on ice until a second general election.

Speaking at the launch in Belfast of his party's election manifesto, Mr Hume said that deals at Westminster

would not help to solve the Irish question — any party in Britain that would do a deal for power on the issue would provoke universal disgust.

Unionists ought to have understood by now that deal-making in London has never benefited them in the long run, Mr Hume said. "It is only when they stand on their own feet and negotiate the future of their own people with the rest of us, that we are going to get the lasting peace that we need."

He was asked whether his own party, which had three MPs in the last parliament, would support a minority Labour administration. He

said the SDLP had always taken the Labour whip and would do so in future.

The SDLP manifesto, *A New North, A New Ireland, A New Europe*, emphasises the continuity of policy pursued by the party through the New Ireland Forum, the Anglo-Irish agreement and its firm commitment to the Brooke talks.

The SDLP, which received 21.1 per cent of the vote in 1987, is defending the seats of Foyle (John Hume), Newry and Armagh (Seamus Mallon) and South Down (Eddie McGrady). The first two look secure, but Mr McGrady could have a close fight on his hands against David Nelson of the DUP in Enoch Powell's old constituency. The SDLP is fighting hard to unseat Gerry Adams, the Sinn Féin president, in West Belfast.

Less than a third of the British public want Ulster to remain part of the United Kingdom and nearly a quarter want it to form some sort of union with the Irish republic, according to the latest poll (Robin Oakley writes).

In a survey for the *Irish Times*, conducted on Monday, Mori asked respondents if they thought Northern Ireland should form a union with the Irish republic, whether it should be an independent state or whether it should remain part of the United Kingdom.

Thirty-one per cent replied that it should become an independent state, 29 per cent opted for Northern Ireland to remain part of the United Kingdom and 23 per cent said it should form some sort of union with the republic.

Mori interviewed a representative quota sample of 1,109 electors in 55 constituencies face to face on March 23. Data were weighed by gender, age, class and region.

© Mori/Irish Times

MEDIAWATCH by Lin Jenkins

## Video age lets viewers enjoy the great escape

Possibly the main election swing not being monitored and illustrated with graphs, flow charts and colourful exploding pie charts by the television election pundits is the number of viewers reaching for the off switch.

As saturation coverage of the three leaders' every move and every utterance generates yet more expert analysis and professional interpretation, the man in the street is exercising his freedom of choice and giving a big boost to the video rental industry and cinema box office receipts.

Perhaps surprisingly, given the humour inherent in political press conferences, most of those looking for alternative entertainment are hiring comedy films. The video rental industry is rubbing its hands in glee, and praying for a hung parliament and perhaps another election this year.

The cinema, which suffered the worst attendances in six years in January, is also enjoying the side effects of the election malaise. Last weekend, the opening of *Cape Fear*,

promoted as "scarier than *Silence of the Lambs*", became the sixth biggest opening ever of a film in the United Kingdom, netting £1.6 million at the box office. The two Warner Bros new releases, *Father of the Bride* and *FFK*, are also proving popular as is the Oscar-nominated *Prince of Tides* and the Disney classic *Snow White and the Seven Dwarfs*, which has adults and children alike queuing down the street.

In January, 7.6 million people went to the cinema, but the industry is predicting 8.5 million or more for this month.

Video rentals rose by a tenth at the beginning of the election campaign and are continuing to increase. Norman Abbott, director general of the British Videogram Association, said far more people were opting to watch a video instead of television election coverage than in the last campaign simply because more households had a video recorder. Five years ago, 52.8 per cent of homes had a video recorder

compared with 72 per cent now. Last year, the British spent £544 million renting videos and £400 million buying them.

"The effect of election boredom will be all the more beneficial to the video industry this year since so many people now have the option of using their video machine," he said. "Once saturation election coverage began on television, people turned to videos."

Iain Muspratt, managing director of Home Entertainment Corporation, which owns the Videopix chain of rental outlets, and Video Box Office, which has stores within stores, said: "All the indications are that rentals have increased by over 10 per cent. Our best times are wet weekends — and a general election produces a better trade than that. We are very pleased and if we have a hung parliament it could happen again soon." Viewers were showing a preference for comedy films, followed by thrillers and drama. "People use the video as escapism. They get fed up with the fact that television and radio coverage is so

widespread and find it exhausting," Mr Muspratt added.

Figures collated by the Broadcasters' Audience Research Board for BBC1 show news programmes during the first week of the campaign to have fallen in the ratings. Before the election, the Sunday evening news ranked twelfth of the station's most watched programmes, but by the first Sunday of the campaign it had fallen to nineteenth. The television audience for *Election Call*, of about 700,000, also has a lower rating than *Kluge* and the cartoons it replaces, with about 1 million and 1.3 million respectively. Another 800,000 listen to *Election Call* on Radio 4.

An official of the board said that most television stations were provided with viewing figures the day after a programme went out, and details of how many people switched off. "Those details are not released to the public, but they allow television companies to look closely at their output and adapt it if necessary."

## Teenage Tories forging ahead

A ministerial visit has inspired classroom politicians, writes Matthew d'Ancona

THINGS are looking up for the Tories at West Bridgford School, Nottingham, deep in the heart of Kenneth Clarke's constituency. A hustings appearance by the education secretary earlier in the week (strictly no press) pushed the Conservatives 13 per cent upwards in the school's polls. Ken Rudge, aged 17, the Tory candidate, could be looking at a landslide victory on April 1 when the school's 1,200 pupils go to the polls. But 33 per cent remain undecided: there is everything to play for.

West Bridgford is in the grip of election fever, pursuing its mock ballot with an enthusiasm that would put many constituency activists to shame. Each party has its own officers, membership, display materials and budgets and the walls of the school are peppered with posters reminding the electorate to "vote Labour and be a life saver" or, conversely, to "love thy neighbour — but not Labour".

One senses the knives are out, the tyro Woodwards and Mandelsons scheming away behind the scenes. Mock elections may be common joint at many schools, but this one in Nottingham is not being played for laughs.

"Conservative and Labour are both very close, both in the school and in real life," Suzanne Ash, aged 11, said yesterday while she entered poll data into the school's computer as part of a mathematics lesson. "But I put the environment top of the list of issues," she added. "I am going to vote Green."

Graham Self, aged 12, agreed that the stakes were high and interest keen. "I had not thought about politics at all before this," he said. "It is the main thing people are talking about at the moment. We spend break time making posters."

Yesterday's poll showed that education mattered most to the school's pupils, an issue that the Liberal Democrats were pushing hard in the corridors between lessons. But better paid paper boys, more computer tutors and lower bus fares were also mentioned as key objectives by the voters. Small-scale Tammany Hall politics are vying with issues of greater moment.



# 11.5%

FIVE  
YEAR  
FIXED  
RATE

(We didn't want you to miss it.)

Is it big enough for you?

With the rate of return of our Capital Bonds guaranteed for a full five years, it should be.

You could turn, say, £10,000 into £17,233 by 1997. No ifs, no buts, no risks.

Where else can you get such safety in such big numbers?

Capital Bonds give all investors interest with nothing taken off for tax first – 'gross interest'. Interest is taxable each year, so if you pay tax, just declare it on your tax form. Non-taxpayers keep the lot.

#### ◆ CAPITAL BONDS Series C

- ◆ 11.5% a year gross when held for five years
- ◆ Minimum purchase – £100. Larger purchases in multiples of £100 up to £100,000
- ◆ Everyone gets gross interest automatically – no tax taken off first
- ◆ Non-taxpayers keep all the interest
- ◆ Absolute security

Capital Bonds are sold subject to the terms of the prospectus. Please note that your application can only be accepted if the Series you ask for is on sale when we receive it. Once we have accepted your application we will send you your Capital Bond together with a copy of the prospectus. We will send them to you within 14 days. The purchase date will be the date we receive your application. If on receiving the Bond and the prospectus you wish to cancel your purchase tell us in writing within 28 days, and we will refund your money (but please note that no interest is payable on a cancelled purchase).

To get the full return, you have to hold Capital Bonds for the full 5 years. If you want repayment earlier, after the 28 days cancellation period, you must give us 3 months notice. Lower rates of return are paid on early repayment; no interest is payable in the first year, thereafter the rates will be as specified in the prospectus.

#### To apply

Complete the application form below to buy Capital Bonds by post – we pay the postage.

Make your cheque payable to 'NATIONAL SAVINGS (CAPITAL BONDS)' – using CAPITAL letters for this part of the cheque.

Post your completed application form and cheque to National Savings (CB), *Freepost* GW 3276, Glasgow, G58 1BR.

If, before applying, you would like more information or a prospectus, phone us free on 0800 868 700 during office hours. Or buy Capital Bonds at your post office, where you can also get a prospectus.

**NATIONAL  
SAVINGS**

When completed please return this form with your cheque to:  
National Savings (CB), FREEPOST GW 3276, Glasgow G58 1BR

**NATIONAL SAVINGS CAPITAL BONDS Series C** *Application to purchase*

1 I apply for a Bond (subject to the terms of the prospectus) to the value of £  (Minimum purchase £100 and multiples of £100)

2 If you already have a National Savings Capital Bond insert Holder's Number

Please use CAPITAL letters

3 M  Surname   
(Mr Mrs Miss Ms)  
All forenames   
Address   
Postcode   
Date of birth  Day  Month  Year   
(Essential if under 7)

4 Signature   
Date  Daytime telephone number   
(useful if there is a query)

This form cannot be used to purchase a Bond at a post office



## Connecticut primary upset

## Brown victory jolts Clinton bandwagon

FROM PETER STOTHARD, US EDITOR, IN WASHINGTON

FOR the third time in this American election season a joke has turned nasty for the party leaders. First there was Patrick Buchanan, the television commentator who took a third of the Republican vote from President Bush. Then came Paul Tsongas, the boring Greek-American who had survived cancer and who briefly beat Bill Clinton, the Democratic party favourite.

Yesterday was the turn of Jerry Brown, the former California governor, who won a narrow victory over Mr Clinton, the governor of Arkansas, in Tuesday's Connecticut primary. Before this campaign, Mr Brown was famous for his affair with the singer Linda Ronstadt, his enthusiasm for space travel, and for wearing the most expensive suits ever seen at Mother Teresa's hospice.

The common theme in the success of all the 1992 outsiders is voters' anger at the paralysis of conventional political responses to the economy. Connecticut is one of the most affluent states in the



union but its Republican voters registered a 22 per cent protest against the president, while its Democrats voted in droves for a man whose principal promise is to pull down the political system.

Mr Brown, echoing Mr Buchanan and Mr Tsongas after New Hampshire, says that he is no longer an outlet for protest but a serious vehicle of reform. That is likely to be as empty a boast as was theirs. But his capacity to damage Mr Clinton is great. The next primary is in New York, whose city press is salivating at the prospect of a fight in which allegations of sex, drugs and rock-groups can be brought to the fore.

Mr Clinton was hoping that, by this stage of the campaign, with a seven-to-one lead among delegates, he would be able to concentrate on attacking Mr Bush and presenting himself as a Kennedy-like agent of "generational change". He knew that he could not avoid the reporters from the New York tabloids. But he hoped he might begin to affect a degree of "presidential distance".

Mr Clinton's lead in the battle for delegates is still secure. But he must now fight in America's gutters with one of his party's most experienced vote-getters, a man, who after a career in California's Democratic machine is depicting Mr Clinton as the symbol of machine politics.

Success is not changing Mr Brown. His money for television advertising is still collected in "brown bags": \$100 (£58) is the largest gift that he allows. "Brownian motion" is a polite description of his campaign chaos. The best place to leave a message for him is at the flat of his friend, the writer Joan Didion.

Yesterday, each candidate manoeuvred to present himself as the "outsider" and his opponent as the "insider". On late-night television, Mr Brown told his rival: "I don't think you can posture yourself as an outsider next to me." Mr Clinton snapped back: "He became a convert to this reform on the day he announced for president."

Yesterday, Mr Brown visited Mario Cuomo, the New York governor, whose relations with Mr Clinton have never been good. On Tuesday he was pictured with David Dinkins, the mayor of New York, who appeared to be endorsing him.

Mr Clinton spent the day trying to open up attacks on Mr Brown's plan for a flat rate of income tax which, he said, would "triple taxes on the poor". The Clinton campaign's figures, Mr Brown retorted, "came from those in Washington who loved the present tax system" with its complex exemptions for interest groups.

"Governor Clinton and the drug-dealer," blared the New York Post, recycling for at least the third time an alleged Arkansas scandal from an election for the governor six years ago. As Mr Bush said yesterday, surveying the Connecticut primary result: "This is a screw year."

Bernard Levin, page 14

## Slick Willie leads game of the name

FROM JAMIE DETTMER IN WASHINGTON

FROM the Great Emancipator to the Great Communicator, Americans are not slow in sticking a nickname on a president or a White House hopeful and, as Bill Clinton has discovered, the sobriquets are seldom as friendly as the ones used to sum up Abraham Lincoln and Ronald Reagan.

The Arkansas governor and Democrat frontrunner seems destined to be stuck with Slick Willie, the nickname pasted on him by critics in his state and seized on by Jerry Brown, his rival for the Democratic nomination, and used to great effect on the stump. The smooth, fast-talking Mr Clinton has amazed many voters by his ability to escape from damaging revelations and allegations about draft dodging and womanising. Slick Willie fits as did the Teflon president at times to Mr Reagan.

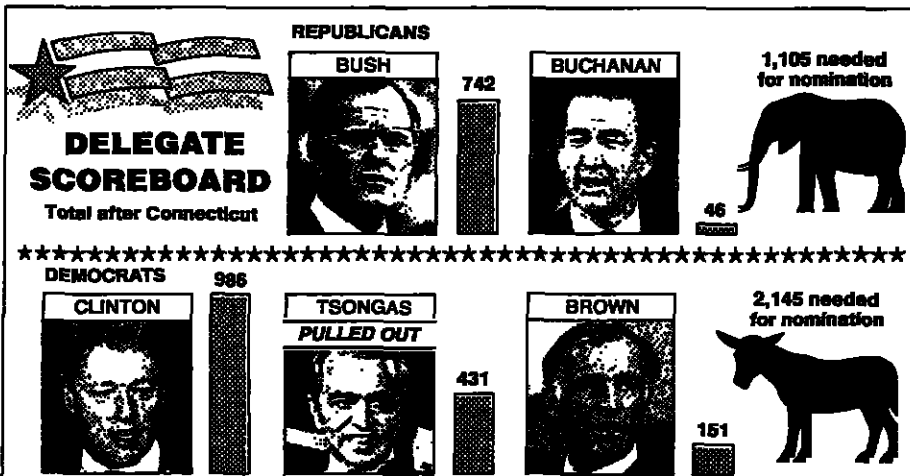
Mr Clinton should be grateful that his enemies have not, as yet, fixed on him the nickname Draft Dodger. Republican campaign would be well advised. The last Democratic presidential candidate to suffer that sobriquet, Grover Cleveland, went on to complete two terms in the

White House. Mr Cleveland evaded the draft in the Civil War by paying a Polish immigrant \$150 to serve in his place.

Electoral success does not always wipe out unpleasant nicknames. Helped by Operation Desert Storm, George Bush has left his 1988 nickname The Wimp behind him. Richard Nixon was stuck with Tricky Dick right from his 1950 Senate days through his election to the presidency and on to his eventual fall from grace in 1974.

The high-living, womanising Martin van Buren, the eighth American president, was called the Mistletoe Politician and Whiskey Van. This century has seen Theodore Bullmoose Roosevelt, who was also known as the Bull in the China Shop, and Harry Give 'em Hell Truman. Picking up on the number of government agencies with long acronyms created by Franklin Roosevelt and John F. Kennedy, both Democrat presidents were frequently referred to by their initials, FDR and JFK.

Kennedy also suffered a sobriquet, Jack the Zipper, a reference to his fondness for women.



## Terry Waite given post at Cambridge

TERRY Waite has been given an honorary post at Trinity Hall, one of the oldest colleges at Cambridge. He has been unanimously elected a fellow commoner for a year and takes up the post next month. He will do research, possibly teach, and write a book about Beirut.

Brigitte Bardot has angrily withdrawn her SOS Animals programme from France's TFI television channel because it was being shown too late at night.

A Tokyo theatre is to stage a play by dramatist-turned-statesman, Vaclav Havel, during the Czechoslovak president's visit to Japan in April.

William Shatner, most familiar at the helm of the fictional starship Enterprise, will be in the saddle during next month's Kentucky Derby Festival, leading the annual Pegasus Parade.

Alex Haley, the late author of Roots, the epic on American slavery, is to be awarded the 1992 Ellis Island medal honouring America's ethnic diversity. Others honoured include General Norman Schwarzkopf.

The remains of Polish wartime leader General Sikorski, buried in a cemetery in Newark, Nottinghamshire, in 1943, are to be returned for a reburial in his home city of Cracow.

Jacques Cousteau has unveiled plans to build a floating marine laboratory big enough to transport a helicopter, hydroplane and mini-submarine, and fitted with equipment for monitoring the environment.

The father of the Princess of Wales, Earl Spencer, aged 68, is making a good recovery from pneumonia.

## Warm Peking smile masks state of fear

China has designated 1992 the "Year of Tourism", and the visitor to Peking is besieged by neon slogans which light up the city by night. "Our gift to you, the smile of the people of Peking," says one. "Travel and make friends in China," suggests another.

In reality, making friends in China is a fraught business. A secret document recently obtained by the human rights organisation, Asia Watch, put in black and white what foreign residents guessed long ago: any Chinese making friends with a foreigner must do it by the book.

If that warm Peking smile is slipping, or conversation is becoming a little wooden, it is probably because your new-found friend is trying to remember all the rules.

□ "Be particular about one's demeanour and bearing: be civil and polite, modest and prudent; neither supercilious nor obsequious." So far, so good.

□ "Be warm and friendly and polite, avoid favouring one and being prejudiced against another or detest-

ing the poor and favouring the rich. In dealing with foreign nationals, one must have a sense of propriety and consider the possible political effect."

From here, however, things start to go downhill in the list of regulations that have been laid down.

□ "Watch with vigilance for infiltration by hostile foreign forces."

□ "Be on the alert for foreign nationals who try to pry and spy out our restricted information. Do not hint to foreign nationals that oneself or one's children would like to go abroad. Generally speaking, foreign nationals should not be invited to one's house. No one is allowed to get in touch or contact foreign embassies or consulates in China without authorisation. Do not give one's name and address and those of one's home and unit to foreign

nationalists who are total strangers and whose background is unknown."

□ "Should foreign nationals request to meet with their Chinese friends or relatives, schoolmates or colleagues, visit their homes, have dinner or stay overnight, this must be approved by the leadership of the unit."

□ "In case foreign nationals ask by mail for certain information about our country, try to locate their old acquaintances of pre-liberation days, the recipients of those letters should promptly inform the relevant departments and decide whether to supply the requested information. If the background of the letter sender is not known, or the person he is trying to locate is unfit for foreign dealings, the communications should be ignored."

□ "Foreign nationals

may take pictures wherever they are allowed to go. The exceptional individuals who, with malicious designs, try to get some insulting shots should be criticised, and the incident reported to the department concerned."

The document was issued last year to all units in Inner Mongolia. But there is evidence to suggest that similar regulations are in effect nationwide at all times.

One Chinese woman who walked along a Peking street late one evening with a male foreign friend was surprised when they were surrounded by plainclothes militia and taken to the nearest police station. Police interrogated both of them for more than two hours, asking for all the details of their relationship.

A handbook for Chinese staff working for the high-profile Chinese International Trust and Investment Corporation, gives directions for those who frequently come in contact with foreigners in connection with their work. It urges staff to act "at ease" with foreigners, but contin-

ues: "Do not hold deep discussions with people you are not familiar with. If a foreigner raises a political question you should reply in the spirit of documents made available to the public by the party and state, and find excuses to avoid answering questions which you are not confident about."

"If somebody insults the Chinese national character, you should solemnly make clear your views. But do not squabble about it, and then afterwards immediately report to your leaders."

Nor are Chinese staff allowed to introduce any of their Chinese friends to the foreigners they work with. The corporation is at the forefront of China's policy of "opening to the world", but staff report deep distrust of foreigners. Managers working in joint ventures frequently remind their staff to "treat Chinese and foreigners differently."

One Chinese woman in the corporation building was asked by her boss to explain why she had shown a stray foreigner the way to another part of the building when he had lost his way.



Fighting back Jerry Brown, the Democratic presidential contender and former California governor, acknowledging a crowd of jubilant supporters in a New York union hall after his upset victory in the Connecticut primary against Bill Clinton, the governor of Arkansas.

## Tyson will receive sentence today

FROM MARTIN FLETCHER IN INDIANAPOLIS

MIKE Tyson will be sentenced here this morning for raping an 18-year-old contestant in last July's Miss Black America pageant. The actual sentencing should take less than the 40 minutes it took the world's youngest heavyweight champion to lose his title to Buster Douglas in 1990.

Thereafter, in all probability, "Iron Mike" will be swapping his 70-acre Ohio estate for a cell half the size of a boxing ring. Freedom is not all that Tyson will lose. A multi-million dollar fight with Evander Holyfield this summer is off. A few years in prison could finish a boxing career that made the 25-year-old Brooklyn street mugger the world's highest paid athlete. The man who revelled in being the "baddest" not the "greatest", could lose his last \$10-\$15 million (£5.8-£8.8 million) — all that remains from earnings of between \$100-200 million after untaxed lawsuits, a \$10-million divorce settlement and years of riotous debauchery.

Desiree Washington, the student and Sunday school teacher who was Tyson's victim, is likely to sue him for seven figure damages. He faces three other suits from women whose allegations of sexual abuse now look eminently credible.

On this case alone Tyson has already spent \$2 million in legal fees and has now hired Alan Dershowitz, the celebrated Harvard law professor who saved playboy Claus von Bulow in 1984, to conduct his appeal.

Tyson, not seen since his conviction, will be sentenced by Judge Patricia Gifford, a former sex crimes prosecutor known as the "Ice Queen". Rape carries a maximum of 20 years imprisonment and a minimum of six, some suspended and with remissions for good behaviour.

Judge Gifford will consider a two-page letter from Ms Washington, a psychiatrist's report and character references from Tyson's friends before coming to a decision.

## Angola stumbles on road to peace as rifts widen

FROM SAM KILEY IN LUANDA AND MARTHA DE LA CAL IN LISBON

LESS than a year after the end of Angola's 16-year civil war, diplomats in the capital, Luanda, yesterday gave a warning that the country could be plunged into fresh violence.

Jonas Savimbi's Unita movement, which fought against the forces of the MPLA government and their Cuban allies until a peace agreement was reached last year, appears to be seriously divided. Six months before Angola's first democratic elections are due to be held, there are reports of defections, disappearances and executions of leaders.

Dr Savimbi has shown signs that he is prepared to restart the civil war in order to regain his weakening control of Unita, observers in Luanda say. They add that he has had members of his own high

command executed. His most trusted general, Miguel N'Zau Puna, who was also Unita's interior spokesman, and Tony da Costa Fernandes, the foreign affairs spokesman, defected at the end of February and resurfaced this week in Paris.

There they accused Dr Savimbi of committing crimes, including the execution of children, after the peace agreement was signed. They also accused him of executing Wilson dos Santos and Tito Chingundji, former Unita representatives in Washington. Dr Savimbi, they said, maintains a secret bank account in Switzerland. Mr Puna said: "Unita is governed by one man who imposes his will on everyone."

Unita spokesmen denied the charges and claimed that Mr Puna himself was directly

involved in the disappearance of Wilson dos Santos and Tito Chingundji. Foreign observers, including members of the United Nations teams sent to monitor the peace accord and the disarming of both sides, have been alarmed by the vitriolic level of attacks by Dr Savimbi on the government of President dos Santos over the last week.

They have been most worried by Dr Savimbi's warning on Unita radio this week that the MPLA was planning to launch an attack on Unita and that he had fled to Jamba, his bush headquarters, because he feared a plot to kill him. Both sides are due to start demobilising their troops at the end of this month, but Dr Savimbi has so far shown little enthusiasm for the programme which has already been postponed once.

Diplomats say that he has ordered his soldiers at assembly points all over the country to stay on alert. One ambassador said that Dr Savimbi must "come back from the bush and re-enter normal political life". Another insisted that, while ten months ago, Dr Savimbi was confident that Unita would win an election, he is less so now.

Many ambassadors, particularly those within the European Community, hope that elections will go ahead as planned. Few believe that the MPLA would like to break the peace accord and doubt that its demoralized conscript army is capable of restoring the civil war which has left most of the country devastated and depopulated.



Savimbi: accused of executing children

## India condemns 'unfair' Amnesty

BY PETER VICTOR

THE INDIAN High Commissioner in London yesterday accused Amnesty International of strident unfairness and glaring inaccuracy in its report on alleged human rights abuses in India.

Dr Laxmi Mal Singhvi said that the report was seriously unbalanced in tone and content, and that Amnesty had appointed itself a judge and executioner. The report, India — torture, rape and deaths in custody, published yesterday, said that such incidents are "pervasive and a daily routine" in every one of India's 25 states.

The report documented 415 deaths in custody following alleged torture since 1985. Amnesty said that torture persisted largely because the government refuses to acknowledge it exists.

The organisation called on the government to acknowledge the problem and to investigate promptly. It proposed higher legal safeguards including a requirement that suspects be informed of their

rights, and compensation and treatment be provided for torture victims.

Dr Singhvi said Amnesty was more interested in scoring publicity points than in communicating. "We asked for two to three weeks more to read what they were saying, to tell them about exaggerations and where they were demonstrably wrong. They refused this... If they could wait three years for this report, why could they not wait another three weeks?"

He said the report was based on newspaper cuttings and the claims of alleged victims. "None of these cases had been researched or investigated by Amnesty, as they themselves said they have been denied access."

This was no argument, he said, as human rights work is not based on retaliatory tactics. Terrorist groups in India frequently used such newspaper reports to spread disinformation, he said, adding that India was deeply concerned about human rights.

## Mongolian rebels cry for help

Peking: Asia Watch, the New York-based human rights organisation, yesterday for the first time printed an appeal from the underground Inner Mongolian League for the Defence of Human Rights which described a worsening situation in the region (Catherine Sampson writes).

"In order to step up the repression, the Peking authorities have transferred large numbers of experienced public security and state security agents from Peking, Hebei and Shanxi to Inner Mongolia," the group said. "More and more people are being secretly questioned, watched and followed. An increasing number of students, teachers, cadres and workers are becoming suspects. Some high-ranking ethnic Mongolians have also become targets of investigation."

The agency quoted unconfirmed reports that the independence movement in Inner Mongolia erupted into large-scale demonstrations in six cities between last November and January. The state-run press has not reported these, but officials have spoken of undefined "problems".

## Iraq challenged

New York: The United Nations has challenged the Iraqi leadership to allow the destruction next month of its main nuclear weapons facility at Al Adher, 25 miles south-west of Baghdad, under International Atomic Energy Commission control.

## Roh humbled

Seoul: President Roh of South Korea has told his ruling Democratic Liberal party to "be humble" and pull itself together after its election defeat. The party lost its two-thirds majority, finishing with 149 seats, less than half the 229 in parliament (AFP).

## Mali accord

Algiers: Representatives of the Mali government agreed a peace pact with Tuareg rebels to end nearly two years of fighting. The Algerian foreign ministry said. The pact is to be signed in Mali's capital on April 9, after prisoners are exchanged. (Reuters)

## Ward theory

Nairobi: Wilson arap Sogomo, a forensic analyst, told the continuing murder trial of two game rangers in the high court here that petrol was the likely fuel used to feed the fire which consumed the remains of Julie Ward, a British woman, in 1988. (AFP)

## Victims found

Phnom Penh: Four skeletons believed to be those of US, Japanese and French newsmen who had worked for two US television networks were flown home, 22 years after their execution by Khmer Rouge and Viet Cong forces in Cambodia. (AFP)

## Town troops

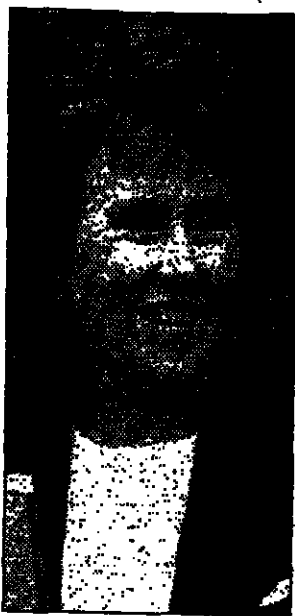
Hong Kong: Britain and China are reported to be near agreement on allowing Peking to station troops in the heart of the financial district of Hong Kong when British sovereignty ends in 1997. Britain earlier opposed the idea.

## Long shot

Carson, California: A teenager, apparently showing off with a gun to friends, allegedly fired bullets into the air and killed a five-year-old boy half a mile away. The youth, who was arrested, faces a possible murder charge, according to police. (AP)



# Shrewd Delors bides his time as French Socialists founder



Cresson: smiling amid adversity yesterday

IF JACQUES Delors, the president of the European Commission, is half as shrewd as his reputation in Brussels suggests, he will think hard before accepting an urgent telephone call from President Mitterrand in the coming days. France may well have to find a new prime minister after the shattering defeat inflicted upon the Socialist government in last Sunday's regional elections. But every instinct should tell him to resist an invitation to succeed the hapless Edith Cresson.

As M Delors well understands, whoever is handed the job of leading the demoralised Socialists into the 1993 parliamentary election is likely to be on a hiding to nothing: projection of the regional results would strand the party in opposition with a dismal 100 or so seats. There could

The European Commission president has more chance of a successful presidential bid if he steers clear of party troubles at home, Philip Jacobson in Paris and George Brock in Brussels write

hardly be a worse platform from which to launch M Delors' expected challenge for the French presidency when an increasingly beleaguered M Mitterrand vacates the Elysée Palace in 1995 at the latest.

The greatest political asset M Delors now possesses, outweighing even his well-deserved reputation for ability and integrity, is his absence from government in France since leaving the finance ministry for Brussels in 1985. The intervening years have seen the French *classe politique* sinking rapidly in the esteem

of voters, whose disgust with endless scandals involving corruption and influence-peddling was reflected by the shift to fringe parties in the regional contest.

That status as the respected Socialist "outsider" has been consistently reflected in favourable opinion polls, and M Delors' regular appearances recently on the nation's television screens have enhanced his popular appeal, in spite of a somewhat wooden style. At the same time, lending support to the theory that he is awaiting the right moment for political re-entry, his "pilot

fish" are already at work in Paris: one of his top Brussels officials, François Lamoureux, now works on Mme Cresson's private staff and his daughter, Martine Aubry, is employment minister.

In the view of Delors watchers in Brussels, a certain listlessness has set in at the commission now that the excitement of the Maastricht talks is over, the great burst of law-making for the 1992 single market has ended and national elections are distracting governments in Britain, France and Italy. But above all, the commission machinery is idling because its president's mind is elsewhere. One official said: "In the Delors commission, the man himself sets everyone's pace. At the moment, his mind is 150 per cent on Paris."

Mitterrand's mind find it a more daunting task than ever as his instinctive craftiness deepens in the face of political adversity. With every new fall in presidential popularity — which has hit new lows recently — he seems to become more willing to put personal ambition above the best interests of the nation.

Quite where M Delors now fits into the Mitterrand game-plan is uncertain: some observers believe that he may not be called upon to man the pumps in the prime minister's elegant quarters at the Hôtel Matignon. Interpreting the nods, winks and hints which increasingly conspire to Elysée strategy in these hard times, it appears that M Mitterrand may ignore critics within the Socialist party and go ahead with plans to introduce a form of proportional representation that might

prevent a crushing victory for the mainstream conservative opposition in the 1993 legislative election and save him from another dose of government by "cohabitation". In that case, the argument goes, Mme Cresson could be kept on a bit longer to soak up the heavy criticism that such a cynical manoeuvre — ushering Jean-Marie Le Pen's extreme right National Front into real power — would provoke. That would also spare M Mitterrand from giving the impression of unduly hasty reaction to the disaster in the regions. One aide remarked: "He wants to wait and see the end of the film."

Meanwhile, there are reports that four of M Mitterrand's fellow EC leaders, including John Major and Helmut Kohl, the German chancellor, have asked him to leave M Delors in Brussels until the Maastricht treaty on political and monetary union has been ratified by Europe's parliaments. Although EC leaders have not agreed on who among their number should succeed M Delors — probably either Ruud Lubbers, the Dutch prime minister, or Spain's Felipe González — none of them wants a premature change at a moment when the Maastricht treaty is running into trouble on several fronts.

That could fit in with M Delors' presidential ambitions very well, since re-election as EC commissioner for 1993 and 1994 would leave him with the high-profile of "President of Europe" while the Socialists back home wrestle with their problems. Having served under M Mitterrand, he understands precisely how the Matignon can become the black hole of French politics.

## Talks agreed over claims to Karabakh

BY OLLI KIVINEN IN HELSINKI AND OUR FOREIGN STAFF

THE Armenian foreign minister, Raffi Ovanesian, said yesterday that agreement had been reached to hold three-way talks with Azerbaijan and its mainly Armenian enclave of Nagorno-Karabakh. He said the talks would be parallel with and in preparation for an international conference on the enclave to be held in Minsk, the Belarusian capital.

The minister, who is attending a meeting of the Conference on Security and Co-operation in Europe (CSCE) in Helsinki, said he hoped the three-way talks would "avert another Yugoslavia, another catastrophe". He added that they were expected to deal with a ceasefire in the disputed enclave, the lifting of Azerbaijan's economic blockade and the return of weapons that had been illegally seized from the former Soviet army by combatants. He said Ar-

menia had been in touch with Azerbaijan through James Baker, the American Secretary of State, and Hikmet Cein, the Turkish foreign minister. "We have been in touch at the highest levels with the Azerbaijani government," Mr Ovanesian told reporters.

Azerbaijan has until now refused to talk to Armenian representatives from Nagorno-Karabakh, and Armenia has insisted it cannot negotiate on their behalf. More than 1,500 people have been killed since 1988 in fighting over the enclave.

Mr Ovanesian said no exact time or place had been set for the tripartite discussions. Nevertheless, he expected them to be held "in the area" as soon as possible.

The CSCE announced on Tuesday that it was to sponsor a ten-country conference on Nagorno-Karabakh in Minsk. It said that the conference chairman would invite elected and other representatives from the enclave to attend. Mr Ovanesian said he expected the Minsk conference to open in "a couple of months".

The former Soviet republics of Armenia and Azerbaijan are both now independent, and members of the CSCE, which opened its four-month meeting in Helsinki on Tuesday. Nikolai Makarevich, Ukraine's first deputy foreign minister, assured the meeting that Ukraine was going to ratify the agreement to limit conventional forces in Europe.

The ratification of the treaty by members of the Commonwealth of Independent States is essential to the success of the Helsinki conference. The meeting is to end with a summit conference which wants to start new arms-control negotiations, but Western countries insist that previous agreements negotiated and signed with the former Soviet Union must first be honoured.

● Moscow: President Karimov of Uzbekistan has signed a decree ordering the formation of border guard units under the authority of the republic's national security service. (AFP)

Leading article, page 15



## Radiation fears fade in Russia

FROM BRUCE CLARK IN MOSCOW

SCARES over a seepage of radioactive gases at the Leningradskaya nuclear power station outside St Petersburg died down yesterday as quickly as they had flared up, but left troubling questions about public safety in a crumbling country.

Moscow's state committee for emergencies stood down a work team which from early on Tuesday had been laying contingency plans to evacuate tens of thousands of people. The alert followed a leak of iodine and inert gases from a faulty reactor at the station in Sosnovy Bor, 60 miles west of Russia's second city.

Gosatomnadzor, the agency which regulates the nuclear power industry, said yesterday that although radiation levels inside the plant were still three times higher than normal, there was no abnormal radiation outside the installation and no danger to the public.

In Vienna, the International Atomic Energy Agency said the status of the accident had been downgraded from three to two on a seven-point scale of severity. This would imply that there was no danger to public health.

However, the incident intensified international concern over other Soviet-built reactors that are constructed either to the RBMK design, common to Sosnovy Bor and the ill-fated Chernobyl station, or the even more controversial VVER model.

Sergei Shoigu, the head of the emergency committee which oversaw Tuesday's alert, said his committee was now handling an average of 17 emergencies a week, compared with ten last year, indicating an alarming rise.



Guided missile: an Azerbaijani boy carrying an unexploded rocket fired by Armenians into Agdam, on the border of the disputed region of Nagorno-Karabakh. More than 1,500 people have been killed since 1988 in fighting over the enclave, which is populated mostly by Armenians

## Kazakh leader gambles on winning real statehood

FROM JASPER BECKER IN ALMA ATA

WHILE Western countries, including Britain, have been shipping emergency food supplies to Kazakhstan, a South Korean entrepreneur is opening the first casino in central Asia on April 1.

Min Bong-sik is not sure if that is what Alma Ata needs right now, but he has already opened a Korean restaurant with 20th-century style, where a meal costs more than a year's wages for a worker.

Last weekend, it was largely empty, though nothing else is open after 10pm in Alma Ata. Kazakhstan is on paper a world power. Several thousand nuclear missiles are sited here, and its 12 million people command large deposits of uranium, oil, gas, diamonds and gold in addition to a productive agricultural sector.

Life for most people here continues as if nothing has changed, although private television companies now broadcast live movies and local book shops are full of translations of Mickey Spillane and Bruce Lee adventures. On Sundays Rus-

sian brides still leave flowers in front of the flames beside the Unknown Soldier.

The Kazakhs, who resisted the Tsarist occupation so fiercely that most of its cities, such as Semipalatinsk, were built to control the tribes, are now taking their revenge on Moscow. While Muscovites go hungry, Kazakhstan's stores are filled with wheat and meat.

President Nazarbayev of Kazakhstan, a former communist leader, tells foreign visitors that his country will follow the Turkish or the South Korean model of development, but his real power over the economy is limited. The factories will take a long time to disengage from the Soviet system and the old party bosses remain in charge.

President Nazarbayev's control over the army and the missiles stationed on his territory is notional. "Moscow could put them on lorries and take them out of Kazakhstan within a few days. Nazarbayev would never even be aware of it," a Russian staff

officer at the headquarters of the 40th army in Alma Ata, said.

Although Alma Ata citizens express few of the euphoric feelings over independence seen in Ukraine and elsewhere, the ethnic Kazakhs are growing dissatisfied with the slow progress towards achieving real statehood. "Our independence is only on paper. The army still owns Kazakhstan," Adilov Bachid, of the Freedom party, said. Kazakhstan still lacks its own army, flag and currency.

Many Kazakhs accuse Mr Nazarbayev of being too faced, of saying one thing to the Russians and another to his own people. The Kazakhs — about 40 per cent of the population — want to see a national revival. Under Stalin one million died during collectivisation and later, the intelligentsia was wiped out during the purges.

"We have been treated like the Red Indians. We don't want to stay on our reservations any more," Kulash Tlebaidinova, a member of the Alash party, said.

## Slovak party chief 'used secret police'

BY ROGER BOYES, EAST EUROPE CORRESPONDENT

VLADIMIR Meciar, the controversial Slovak politician leading the race in the run-up to the June general elections, has been accused of collaborating with the communist secret police and ordering the theft of security service files.

The charges, in a report compiled by the Slovak parliament and which was approved yesterday by 64 votes to 43, have dealt a serious blow to his chances of regaining the premiership. Mr Meciar's party, the Movement for a Democratic Slovakia, which blends left-wing economics with nationalist politics, commands over 30 per cent of popular support, well ahead of the ruling Christian Democrats, the former communists and other parties. That has prompted suspicions about the timing of the latest revelations which Mr Meciar has denied.

The parliamentary security committee had the brief to find out if, how and why Mr Meciar used compromising secret police files against his opponents while he was interior minister from January to June 1990, and prime minister until he was ousted last April. Instead the investigators claim that the archives show Mr Meciar to have been an agent with the code name "doctor". Six pages had been ripped out of the secret police files.

The committee says the pages dealt with Mr Meciar and two close associates in the interior ministry. Jiri Ruml, the chairman of the committee, denied that the revelations were connected with the election campaign. Rather, it was a question of tracking down cross-references in other archives to ensure that Mr Meciar, the politician, was really the same as Mr Meciar the agent.

The committee also believes that Mr Meciar was behind a Watergate-style break-in at the provincial security service headquarters in Trencin in Slovakia. Files stolen from that office were allegedly passed to Mr Meciar, according to Lieutenant Leonard Cimmo who led the break-in.

## Clashes in Croatia may delay UN role

Belgrade: General Satish Nambiar, the commander of the United Nations peace-keeping force for Yugoslavia, has threatened to delay deployment of his troops after the recent upsurge of violence along the Croatian ceasefire line (Our Foreign Staff write).

General Nambiar was speaking as the clashes which have cost 23 lives in Croatia and Bosnia since Sunday continued yesterday, with fighting between Croatian and Serbian paramilitaries in the northern Bosnian town of Bosanski Brod. Mortars were fired across the river Sava, hitting Slavonki Brod.

General Nambiar's warning to Zagreb and Belgrade came as advance parties of UN troops continued to snake out their positions in Serbian-controlled areas of Croatia. It was the first notice that the UN's deployment plans were in jeopardy. Some 14,000 UN troops are set to take control of three areas of Croatia by the end of April.

However Lord Carrington, chairman of the European Community's peace conference on Yugoslavia, remained optimistic about peace yesterday.

## Question time

Moscow: Russia's state prosecutor has asked Mikhail Gorbachev, the former Soviet president, not to leave Moscow before April 10 so that he can be questioned about Communist party finances, according to the Interfax news agency.

## Polish changes

Rome: To keep pace with the changes in eastern Europe, the Pope has created 13 new bishoprics in Poland, increased the number of dioceses to 40, and redrawn the borders of six of them to extend into Ukraine and Belorussia. (Reuters)

## Reign over

Tirana: Albania's once omnipotent Communist party, renamed Socialists, which won only 25 per cent of the votes cast, has formally conceded defeat after the weekend parliamentary election which ended its 40 years in power. (Reuters)

## Video law

Bonn: The German government agreed to jail anyone possessing a single child pornographic film as police reported more than 13,000 cases of child abuse last year to satisfy a booming market in perverted videos, reputedly worth £140 million.

## Tatar progress

Kiev: Crimean Tatars, exiled to Central Asia in 1944, won a political breakthrough in their campaign for a national state when Refat Chubarov, deputy chairman of the Tatar Mejlis, or council, was allowed to address the Ukrainian parliament. (Reuters)

## Climbers safe

Madrid: Eight British climbers were found safe and well by a mountain rescue team after being trapped by storms 6,000 ft up in Spain's Picos de Europa range. Rescuers had fought through snow and high winds to reach them.

## Miners' mettle

Madrid: About 400 Spanish miners, striking against pit closures in León, ended a weary 18-day, 300-mile trek to the capital with a rally at the industry ministry where tens of thousands of unionists joined them, chanting "Madrid is with you". (Reuters)

## Bandits and beatings plague the border express

Anatol Lieven recounts the horrific adventures which befall those who attempt to travel between the Azerbaijani and Georgian capitals.

it, and when I crossed the Georgian border, I found that those who had heard the news were already cursing the "Muslim bandits".

Trains between the Azerbaijani and Georgian capitals are unpredictable, being cancelled, delayed or subject to attacks. However, all regular flights between Baku and Tbilisi have been suspended because of the security situation, as have most flights within Georgia, due to lack of fuel.

Drivers in the Transcaucasus are now so afraid of cross borders that they are charging exorbitant prices. Driving from Tbilisi to Baku, I could see why. Our Georgian member pilot meant that we were stopped at all seven Azerbaijani police checkpoints, and if it had not been for my British

passport, we might well have had to bribe them all.

The repercussions of the loyalist rebellion in support of Georgia's deposed president, Zviad Gamsakhurdia, in Mingrelia provided the last obstacle on my harried journey to Tbilisi, for when I finally got to the edge of the city by road, my way was blocked by national guardsmen with armoured vehicles. They were there to prevent Gamsakhurdia supporters entering the city, but their presence immediately set off rumours of a new coup, causing more delays and confusion.

This journey through eastern Georgia confirmed where much of this insecurity is coming from. Between Tbilisi and the Azerbaijani border lies the city of Rustavi, a hideously polluted



heavy-industrial centre. For mile upon mile, the road is lined by rusting factories, grim, ugly concrete blocks of flats, and a prison.

On the street corners and in the squares are groups of tough-looking young men, obviously unemployed, smoking and chatting. They are being recruited into one or other of the national guards or other volunteer groups doing the fighting and manning roadblocks. In Baku a week later, I had

another encounter with this world when an East European businessman invited me to a party with some of his local associates.

These turned out to be a group of ambiguous young men in black leather jackets, liberally sprinkled with tattoos and knife scars. Two of their number had been killed in Moscow the week before, in a fight with other Azerbaijani businessmen. My neighbour at the table had a wound from that clash

and a scowl which would have been more frightening if it hadn't been so obviously borrowed from Arnold Schwarzenegger. Later on when he had relaxed a bit, he produced a large knife and threatened to cut off one of my ears. This was of course a joke, but I think that if I had been a Western businessman, I might at this stage have started to worry about my investments in Azerbaijan.

Chekha, the leader of this group, is a national volunteer who told me that he and five hundred others are being sent shortly to fight for the disputed enclave of Nagorno-Karabakh. He has obvious qualities of leadership, and if he lives, will probably have a good war.

Moreover, successful commanders will almost certainly have a political role to play in an Azerbaijan where democratic traditions are extremely weak. If Chekha does take this road, it must be hoped that he will not forget his old friends.



# Rubber cheques and bouncing Congressmen

Bernard Levin investigates America's capitol crime

You have no doubt been reading about the "Rubbergate" scandal in the American House of Representatives (the lower — very low — house of the legislature), but I have been monitoring it hourly, here in California, and the juice that is coming out with every twist of the handle flows so copiously that the Potomac River is already dotted with the bodies of drowned dogs, postmen and investigative journalists. (No Congressman so far.)

For anyone at home who missed the starting gun, it went off like this. The Representatives, for years back, have been signing cheques on a non-existent bank when they did not have the funds to cover the withdrawals. The mythical bank went by various names — The Bank of Fairy Gold, the Wouldn't It Be Lovely Bank, the Consolidated Bank of Pie in the Sky, and the Bank of Whatever BCCI Stands For. But it was an informal organisation run by the House's Sergeant-at-Arms; there were no rules, no contracts, no regulators, no inspectors. As one member said "any House member with an account could walk up to a teller's cage and cash a cheque for \$1,000, without anyone checking whether the account contained enough funds to cover the sum."

The cheques bounced, and how they bounced. At one time, 20,000 snappers went through without demur, and of these (all of them, of course, written on butterfly wings), only five were sent back with the familiar and ominous rubric "Refer to Drawer" (or, as the rubric goes in Congress "Don't give it a thought, Jack"). Meanwhile, the number of red faces going about Washington has spread a rumour that there is an epidemic of measles.

There are two prizes to be won in the bounced-cheque game; one, in memoriam Legs Diamond, is for the number of cheques bounced; the other is the S & L Gold Star, for the bouncer who rolled up the biggest monetary sum.

The field is scattered, though it is at its thickest near the front. For instance, Representative Tommy Robinson rolled up a total of 996 rubber cheques (every one cashed), a lead that was thought insuperable; well, here comes Representative Mrazek, whose tally of 972 is certainly within range of the leader. Representative Gerry Sikorski admits that his 670 bounced cheques is a long way behind Robinson and Mrazek, but he is not going for the Legs Diamond trophy, he is after the S & L award (biggest amount in



total) and well he might be, considering that he has \$119,996 going for it. But the game is not yet over. Representative Hunter started by admitting to 160 bouncers, but 24 hours later the careless fellow said it was 407. Bystanders were puzzled; 407 bouncers is a substantial contribution, but surely he could not think he had a chance against the leaders, who were nudging a thousand. All was clear, though, when he let slip that he was not interest-

ed in the numbers of cheques he had bounced, only the amount for which he had bounced them. So Sikorski's \$119,996, which looked cast iron, is in immediate danger from Hunter's \$129,225, and Hunter rubbed it in by announcing that one — one — of his tally of bouncings was for \$23,012.

In addition to the two official trophies, there is an informal one thought up by the Taxpayer's Association, for the most extravagant and implausible excuse. Un-

fortunately, the Association will get only some short-lived fun, because everyone agrees that no better get-out than Representative Dorman's could ever be thought up: it was that the money was used for a statue of the Virgin Mary and the construction in his back yard of a wishing-well that he was building for his wife, Salie. (Once again Tribulation Whole-some, the stout pastor in *The Alchemist*, comes to mind: when it is suggested that he should join in

of the Capitol on a horse so white that sunglasses were essential; her line was the Congressman's financial affairs were none of anybody else's business, and she would vote against the measure proposing release of the details. She thought better of it, however, when it was revealed that she had a trunkful of bounced cheques of her own. Presumably, she went out and shot the white horse; certainly she said "This is the biggest embarrassment of my life," adding, none too coherently, "If somebody wants to get negative, and if that appears on a TV ad, well that somebody else can have warts, too."

In that line, Representative Wilson went further, saying: "All of you who have never bounced a cheque, vote for my opponent — the rest vote for me." Ingenious, you must admit, but I think he will not be carried shoulder-high by his constituents, unless, to be sure, there is a gallows handy.

Representative Thomas also invited a lynching, saying: "Have I bounced cheques? No. Have I written cheques which triggered the overdraft protection under the so-called bank? The answer is yes." (Once again Tribulation Whole-some, the stout pastor in *The Alchemist*, comes to mind: when it is suggested that he should join in

the coming of money, he is about to burst with indignation that such a thing could be suggested to one of the cloth, but when the gang tell him that they are not coming money, but casting it, he dives in cheerfully, affire for his cut.)

The best news in all this is that in the United States bouncing a cheque is illegal, and the ranks of enforcement are by no means a row of sleeping policemen. How come, then, that hundreds of Congressmen are still at liberty — indeed, how come that not one has had his collar fingered? My old friend, Vox Q. Popp, has been asking that question. The mildest reply was "Personally, I think they should all go to jail"; the most delicate "To see what happens to them will be very interesting."

Unfortunately, it will not be very interesting, because the Representatives carefully ensured that because the House "bank" was not a bank in the legal sense, its rules, such as they were, could be broken with impunity.

Poor old Acton; nobody quotes him correctly, except me. Nevertheless, power does tend to corrupt, and absolute power likewise does corrupt absolutely. But may I have a colour photograph of Representative Dorman's statue of the Virgin Mary?

## Why my team can run Britain

Neil Kinnock explains to Robin Oakley that Labour is an Opposition ready and waiting for government

Minders may worry about whether Neil Kinnock's larynx will last the election. Not so Labour's leader. He celebrated his wedding anniversary yesterday by serenading his startled wife Glenys at 6.30am.

Although the polls do not offer conclusive evidence, Mr Kinnock has the air of a man who is on a roll, who can see the future unfolding before him. At the last election it was a battle to get twenty minutes with him. This time he was willing to keep his helicopter waiting to extend a question session over coffee and croissants in the cool-tiled elegance of Labour's Millbank election headquarters.

"The future", he says, "belongs to those who prepare for it," and as the longest-serving leader of the Opposition this century, he has done his preparation. But with polls rating his personal qualities well below those of John Major, is he the better man for Number Ten? "I have confidence in my ability to manage, to set objectives, and I think that does distinguish me from Mr Major. Whatever his personal quality, he has demonstrated that he is not the most competent of team leaders."

The team is the theme. In the Tory years, he says, there has been too narrow a focus on the prime minister as the centre of all decision-making, which has undermined the British system. We need a "very substantial step away from that" to the "strongly-led team government" he offers.

Tackling the affable Mr Kinnock now is like interviewing a

head-hunted would-be chief executive. Is he offering a vision of society different from John Major's, or merely better management of what we've got? Labour, he says, would give meaning to that talk of a classless society. "We can come nearer than the Conservatives ever will not just because of our policies for distribution, but much more because of our commitment to improving housing, building, the condition of pensioners, giving young people a much firmer start in life with our education and training policies, and being much more emphatically meritocratic than Conservatives have ever been or would be, even under the present leadership." A point is conceded, perhaps, in that last phrase.

But what about the black hole at the centre of Labour's policies where Clause Four socialism used to be. We know which banners are no longer to be raised. But what is today's core belief? A belief, says Mr Kinnock, in individual liberty, but in practical rather than abstract terms. Socialism is nothing if detached from realities. "What marks us out is not our description of the desirable ends of human development, but our willingness to provide the means of ensuring that people's talents can come to fruition and that people's needs for care are met."

This election is about the economy. Against the background of a dire recession, why does the public still rate the Tories as better at managing national finances? It is the incumbency factor, says Mr Kinnock, "almost a cultural factor, the Conservatives being able to

manage". But the more specific the question, for example on unemployment, the more likely people are to name Labour.

He talks frequently of who would best give the economy "vitality", and says that those like the business leaders who wrote to *The Times* backing the Tories should forget their prejudices and look at the evidence. "If the Conservatives were running a corporation, they'd have been sacked long ago."

He dismisses the idea that Labour's tax structure, penalising entrepreneurs and management, would depress business activity more than any capital allowances would stimulate it. Businessmen are driven, he says, by the thirst for success. There will be no falling away in commitment, because Labour will give them growth in the economy. "All the studies ever done about motivation, marginal rates of tax and the commitment of the manager, the entrepreneur, the business leader demonstrate that there is no causal link. People make the commitment and do that in virtually all tax circumstances."

But what about the anomaly pointed out by Anatole Kaletsky in *The Times*, that Labour's plans would impose larger tax increases on a salaried manager than on a millionaire living on the interest of his capital? "Those figures", says Mr Kinnock, "don't fly." But if they did? There we get an indication of the way Labour's tax thinking might move in office. "This is not in any sense a policy promise. But if by some quirk of the taxation system people on exorbitantly high incomes were pay-



Kinnock in full flight on his gladiatorial opponent, John Major: "He isn't a bad fellow."

ing less of a fair share than people on more generally normal incomes, it would be a case for introducing the American system of guaranteed basic liability" (whereby everybody pays a minimum proportion of their income, whatever their legitimate deductions).

Labour governments have nearly always devalued the pound. But this Labour leader is enthusiastic about the discipline of the exchange-rate mechanism. Would he devalue, or would he raise interest rates to maintain Britain's obligations if markets were to dive on the election of a Labour government?

Past devaluations, said Mr Kinnock, have proved of no real

value. There was never any preparation before them to take advantage of the worldwide price cut, nor to provide protection against inflation at home. "I don't think there was ever that escape hatch. Since we are in the ERM, the idea that devaluation could somehow bring us lower interest rates and greater economic vigour is completely insupportable. The result of devaluation by Britain would be to raise interest rates. The same thing applies to devaluation in some form of escape from the ERM. The idea that we could float alongside a Community which contains our major trading partners and competitors and not have to take action to support the pound in those circumstances is ridiculous."

We might as well put those options on the shelf because they are not realistic. We've got to work within the ERM and make a success of it."

His explanation for his own and Labour's switch to being a pro-European party may raise a party eyebrow or two. In the late 1970s, says Mr Kinnock, he was already concerned about how far his party was "out of step with reality" on Europe. "Had we gone through less turmoil in the early 1980s, then I would have made those opinions very evident then. Privately I did. But such was the state of the Labour party that to add that argument would have added fuel to already raging flames."

Within a couple of weeks of the 1983 election, he recalls, he set out an alternative view, "which I had prepared before the election and which I was going to employ whatever the result. In pushing for 'a new deal for Europe and a square deal for Britain', he says, he found he was articulating an opinion widespread within Labour's ranks.

He criticises the government for playing Maasricht for party, not country, and says that he wants EC nations to stop "posturing" on grand constitutions and to concentrate on practical issues such as reforming the common agricultural policy and easing urban congestion. On sovereignty, he makes no bid at all for the Eurosceptic vote, claiming that "modern sovereignty involves the protection and advance of the interests of the nation state by acceptable forms of pooling of aspects of sovereignty. To resist that general principle is to invite defeat."

Overeignty shells being fired across the political battlefield he calls "outdated concepts, much more to do with vanity than success, and much more to do with self-righteousness than the national interest."

Mr Kinnock insists that a Labour government would achieve 3 per cent growth and that unemployment would be 300,000 lower next year after John Smith's Budget. But Labour opposed all the Tory tax cuts, from 33p in the pound downwards, so why not restore some of those to pay for more NHS spending? No, he says. The Tories took back with one hand what they gave with the other, pushing VAT up to 17½ per cent and increasing national insurance contributions from 6½ to 9 per cent. "We don't want to add to the burden of tax for the vast majority of the British people."

There was no love lost with the old management. But what about John Major? Is there any fellow feeling for another gladiator in the arena tunnel, knowing that each could face the thumbs down from his party if the election is lost? "I wasn't brought up that way," says Mr Kinnock. "You're in a fight, you're in a fight... But does he like him? 'He isn't a bad fellow.'"



...and moreover  
**CRAIG BROWN**

At a dinner party, everyone was agreeing that the general election is stilling boring. The speeches of the leading players, they maintained, are just too colourless to keep one interested in their dreary policies for more than a day, let alone a month.

Someone then asked why there has been such a deterioration. "At the turn of the century," he said, "the leading politicians were all giants. People would queue for hours to hear them speak. And a debate in the House of Commons was a real debate, full of passion and eloquence. But look at them now, umming and erring about percentages of tax increases. Pathetic."

Once again, everybody nodded their agreement. I felt silent. I felt sure that I had read something — some witty report from the time — that contradicted the idea that politicians were once so very much wittier and wiser and more awe-inspiring than they are now. Ten minutes later, I remembered: Beerbohm Max Beerbohm wrote an essay describing the tedium of a visit to Parliament, and how the general level of inarticulacy on the floor was transformed by gifted journalists into a daily display of magnificent oratory. I opened my mouth to make my point, only to find that, the election being considered so very dull, the conversation had moved on to something more interesting, such as the relative merits of rival supermarkets.

The next day, I looked up the Beerbohm essay to check that what I would have said, had I spoken, agreed with what I might have remembered, had I remembered it in time. It is a very short piece, "The House of Commons Manner", from a book of essays called *Yes Again*, published in 1909, and written over the course of the previous ten years. We must take it, then, that he is writing of the Commons at the turn of the century, the golden age cited by my fellow guest.

"No one supposes," writes Max, "that in a congeries of — now many? — six hundred and seventy men, chosen by the British public, there will be a very high average of mental capacity... But it is not reasonable to expect that the more active of these gentlemen will, through constant practice... at elections and public dinners and so forth, have acquired a rough-and-ready professionalism in the art of speaking? It is not unreasonable to expect that they will be fairly fluent — fairly capable of arranging in logical sequence such ideas as they may have formed, and of reciting out words more or less expressive of those ideas."

Max then concedes that "certain of the Irishmen, certain of the Welshmen, proceed easily enough. But oh! those poor Saxon others! Look at them, hark at them, poor dears! See them clutching at their coats, and shuffling from foot to foot in travail, while their ideas — ridiculous mice, for the most

part — get jerked painfully out somehow and anyhow."

Observers of the current election may be experiencing a strong feeling of *déjà vu*. Personally, I have spotted a good number of "ridiculous mice" in the past few days. But perhaps only those of us who have had to sit through Parliament day after day, without the benefit of TV highlights, will recognise Max's re-creation of a typical speech, circa 1900: "It seems to me that the right — the honourable member for — er — er — er — yes, of course — South Clapham — er — the southern division of Clapham — (long pause; his lips form the words "Where is it?") oh, yes, the honourable gentleman the member for Clapham seems to me to be — to me to be — in the position of one who, while the facts on which his proposition are based — er — may or may not be in themselves accurate (gasp) — yet inasmuch — because — nevertheless..." and so on.

Max argues that this is no caricature. "Not at all. Indeed, to save space in these pages, I have rather improved it." The illusion that Parliament is the seat of eloquence he blames on the low expectations of the political reporter: "seeing nothing good, he will gradually forget what goodness is; and will accept as good that which is least bad." So perhaps politics — and journalism — has improved since then, for in 1992 everyone in the country seems fully aware that they are voting not for the best, but for the least bad.

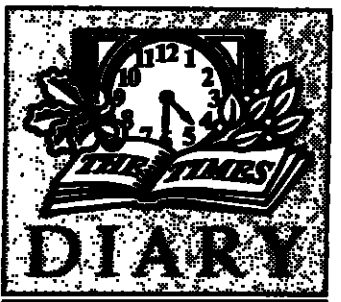
### It's my party

WILLIAM WALDEGRAVE was fully prepared for Labour's emotive party political broadcast on the health service featuring Jennifer Bennett, long before it was televised on Tuesday night.

Immediately before the election, the health secretary set up a "damage limitation" team in Central Office to deal with just such stories during the campaign. Yesterday the unit passed its first test with flying colours.

The team is run by Richard Marsh, Waldegrave's special adviser, but the central figure in the operation is Clive Froggatt, a Cheltenham general practitioner, who volunteered to act as Waldegrave's pet doctor in Tory headquarters until April 9. It was he who discovered that in the Bennett case there were at least two spies in the camp: the girl's mother, Margaret, who has been a paid-up member of Faversham Conservative Association for ten years, and Jennifer's grandfather, Peter Lee-Roberts, who is vice-president of the local Tories.

Froggatt could not believe that Labour, as well as apparently failing to check many of the other facts, had not bothered to ask about the family's political affiliations — especially as Margaret Bennett has actually been out canvassing for the local Tory candidate, Roger Moate.



issue — the health service — is what led Central Office finally to get its act together only adds to Labour's discomfort.

Just which moment did the cameras capture yesterday morning when John Major's aides arranged a photo call of the prime minister watching the cricket world cup final? The very ball which saw Ian Botham controversially given out, caught behind. "Oh dear, that's not a very good omen," said Major. For whom he did not say.

### Fat chance

ROBBIE COLTRANE has been throwing around his weight on behalf of the Labour party in Scotland. The actor, who now lives in one of the Tories' most marginal seats, Michael Forsyth's constituency in Stirling, has been terrorising Tory canvassers who dare to darken his door during the campaign. Coltrane, the star of *Nuns on the Run* and the Persil ads, has given chase twice to Caryl Harding, a diminutive grandmother delivering Tory election leaflets.

She is too modest to talk about the incident that has made her the toast of Scottish Tory circles, but according to colleagues, she first braved Coltrane's long drive last week. Knocking on the door of the

sprawling mansion in the fashionable part of Kilairn, she politely asked Coltrane — who helped to launch Labour's Scottish campaign — whether he would be voting for Forsyth.

Coltrane chased her off his land, but as a stout Scottish Tory, Mrs Harding was not to be easily deterred. Several days later she made the long trek up the drive again with a "Vote Forsyth" leaflet, and hastily pushed it through Coltrane's letterbox. But she was not quick enough. Coltrane was hosting a dinner party, and heard the leaflet drop on his doormat. He abandoned his astonished guests to give chase in an effort to return the leaflet to the canvasser. Being, by his own admission "fat and over 40", he thankfully failed to catch his tormentor.

Rail passengers bound from Paddington to Oxford and Bristol were kept waiting for almost an hour this week by a novel excuse. "Spring is here," announced BR. "We have two swans on the line at Maidenhead."

### Evasive action

WHEN Prince Charles arrives at the British Institute in Florence today for his 75th birthday, he will walk into a row with the Italian authorities over alleged tax and social security evasion.

The prince is the patron of the institute — set up to foster Anglo-Italian relations — which was yesterday fined £50,000 by the Italian courts for failing to pay social security contributions over many years. The prince is due to attend the institute's anniversary dinner in the Palazzo Vecchio despite the controversy.

Enquiries began last year when staff with English contracts discovered that they were not entitled to Italian medical and social sec-

urity benefits. They signed a so-called "denuncia" to the Italian office demanding that the institute open its books. The prince is aware of the row, for nine staff members wrote to him last month drawing his attention to the "very troubled climate within the British Institute".

One of the institute's contributions to Anglo-Italian understanding was to teach English swear-words to the Italian police during the 1990 World Cup, to help them deal with their football hooligans.

Glasgow's Kelvingrove Museum will be hoping the National Gallery keeps a sharp eye on its newly authenticated Rembrandt, Alexander the Great, which goes on display in London today. For the Glasgow museum has of late a poor security record. At a recent charity fundraising ball someone among the 300 guests went home with L.S. Lowry's *VE Day*, valued at £150,000. "It just walked away like a matchstick man," says



a spokesman, denying that anything more could have been done to prevent the theft. That, however, has not deterred the museum from sending a delegation to a security conference today.





## UNHEALTHY CAMPAIGN

The election campaign has turned rough. As widely predicted, Labour has gone back to health as its favourite campaign issue. It has done so by means of a television advertisement which recalls the "Willie Horton" commercial used to attack Michael Dukakis on crime during the 1988 American election. The controversy Labour's commercial was designed to arouse is meant to underline health as the salient issue on which the party most vigorously leads the Tories.

The advertisement was based on a tendentious account of a child's wait for an operation which she could have obtained faster, it was claimed, in the private sector. It conveyed nothing about the two parties' policies on health. Labour has no plan to prohibit private patients from circumventing the queues that are unavoidable in a free public service. In any event, it emerged yesterday that the delay in her treatment may have been due to an administrative blunder of no political significance.

The difficulty for the electorate is to disentangle policy from noise. The substance of Labour's policy on health appears brutally simple. It flirts briefly with some of the government's milder reforms, but at the start of the campaign it abandoned such reasonableness for outright opposition. Apart from vague pledges about efficiency audits, Labour intends to rescind government policies to make the health service more cost effective, and to throw an extra £1 billion at the resulting mess with little thought for productivity. The NHS will revert to the status quo ante, but at higher cost.

Mr Cook is an unashamed corporatist about health. He yesterday promised £25 million to improve waiting rooms. Such decisions should never be a central government responsibility. They should arise from the needs of hospitals to attract patients from general practitioners who have money to spend and choice in how to spend it. Mr Cook is demonstrating Labour centralism at

its worst: reactionary, timid over reform, silent in the face of powerful union and professional lobbies, happy only in throwing huge sums of public money at any perceived ill. This is not so much a policy, more a scuffling back into a safe hole.

What must be wronging the Tories is their leadership's inability to expose and publicise these shortcomings. They seem stunned by the health issue: the Labour election broadcast was not mentioned at yesterday's morning press conference until raised in a question. Politicians may have told them health is one issue on which they cannot win and on which they should therefore remain silent. But a party should not scratch from a race merely because its opponent seems to be on a winner. Nothing was more potent a symbol of Labour misgovernment past than events in the health service in 1978-9 — hospital strikes, queues and ward closures — a period to which Mr Cook now looks back with such nostalgia. At least the Tories could jog the public's memory.

Labour's return to the health theme over the past two days was the most widely anticipated event of the campaign so far. That the return would be tasteless was equally predictable. Doubtless the same will be seen on education and unemployment. The Tories needed a response which was swift and effective. They are in the right on health. They have instituted, however tardily, reforms overdue since the NHS was set up. They have given the NHS greatly increased resources and proposed measures to ensure that these resources go to improved national health, not union feather-bedding. Labour, in a most reactionary guise, wants to reverse these advances, substituting wasteful expenditure and union appeasement.

Health service reform is a good example of modern Toryism at its most innovative, and of modern socialism at its most reactionary. If it wants to win, this is the message John Major's team has to get across.

## THE CIS LOSSES CREDIT

The Commonwealth of Independent States is falling apart. Ukraine has just announced that it is to set up customs posts on the republic's border with Russia. It will demand entry visas for citizens of all former Soviet republics and will abandon use of the rouble. Russia meanwhile is setting up its own army. Azerbaijan and Armenia, despite their agreement to begin peace talks on Nagorno-Karabakh, are calling up reserves ready for full-scale war. The 11 CIS states failed again in Kiev to agree on the preconditions for amicable co-operation: the control of the armed forces, the co-ordination of tax laws, money supply, mining and other legacies of the Soviet state.

That state can never be put together again, nor can the CIS replace it. The governments and peoples of the former Soviet Union want untrammelled independence. Only after the total dismantling of the economic and political structures of communism can free, democratic states create something viable from the rubble.

Therefore the sooner the republics take charge of their own economic destiny the better and there is no point the West tut-tutting over the failures at Kiev. A series of siege economies are the best precursors of the small-scale capitalism on which a new prosperity can be built. Factories that cannot obtain spare parts from distant suppliers in foreign lands must set up their own suppliers, creating a more responsive local distribution system. Gigantism, the economic delusion of communism, can only be broken down by ruthless privatisation. As with sanctions, closing borders can rally morale and boost domestic production. National self-reliance can be a spur to invention and revival.

The former Soviet Union is no longer an ill-educated peasant society. The bulk of the population lives in towns and has lost its links with the land. An industrial infrastructure, though ramshacked and irrational, is

already in place. Unlike South Korea or India, where modern industry could be built on green fields while agriculture still thrived, the republics can start again only at colossal cost. Whole towns have grown up round single-industry plants. Just to adapt the arms industry to civilian production will take years. Russia's oil industry, for example, is wholly dependent on well-head equipment produced in Baku, where dislocation has almost paralysed oil production.

The republics must thus find a way of reducing their vast industrial interdependence without causing unacceptably high unemployment, social dislocation and consequent political instability in the interim. Nor do they want to. What they seek is a framework for allowing local initiative to grow and seek new markets. That demands a stable and convertible currency. The rouble is not only inflating and worthless abroad, it remains the currency of Russia. The other independent countries have the indignity of being at the mercy of a central bank over which they have no control. Some are using local coupons; others demand payment from each other in US dollars or German marks. Neither solution is practical.

The former republics will always be tied to the Russian economy. Most are more dependent on Russian oil and raw materials than ever before. They may introduce their own currencies, but still need some form of payment clearing house. The best solution is a stable rouble. Only the larger economies of the West can provide the necessary underpinning, in the form of a multi-billion dollar stabilisation fund. Britain and its European partners are pointing out to the Americans that this would be a small price to pay for political and military stability in the region. President Bush disagreed until challenged by Richard Nixon to show greater Western leadership. He appears to have relented and supports the European case. But now he must show this support in action.

## CRICKET FROM THE HEART

As it turned out on the night, Pakistan played in Cavalier style and won by miles. They were the only team that improved throughout the course of cricket's fifth World Cup, and they were a pleasure to watch, not least for their volatility in the field. They had the fastest and most excitingly unpredictable bowler in the competition, Wasim Akram, some beautiful young orthodox strikers of the ball letting rip poetry of native wristiness, and in Mushtaq Ahmed a leg-break-bowler whose top-spinner and googly constantly wrong-footed the best of the English Round-heads, who seldom come up against such lovely bowling in this old-fashioned genre. The Pakistanis care passionately about their cricket, and it showed in their body language and their fierce delight.

The World Cup attracted the largest audience for cricket since the inchoate game started. Nearly 90,000 spectators filled the spectacular illuminated bowl at Melbourne for the final, and many millions more watched it on television around the world. It did wonders for the morale and sense of national identity of Pakistan and South Africa.

The competition was generally well-behaved, though cricket has always had room for sharpish practices. W.G. Grace would have approved of the innovation of wicketkeepers appealing for a notional catch down the leg-side to distract the umpire from calling a wide.

The World Cup was marred by some idiotic local rules and commercial decisions, dictated by the requirements of television. These scheduled it at a time of year that was the equivalent of the end of September in England, so that 11 of the 39 games were interrupted by rain. The rule governing

interference by bad weather was universally condemned (except by its inventors) as perverse, idiotically complex, and unfair on any team batting second. Pakistan might not have reached the final without it, and South Africa might have. Not even the most true-blue Corinthian of England, captains of the past would have asked the umpires to allow the South Africans 13 balls to make the last 22 runs they needed, instead of the one ball that they were eventually restricted to. But nobody thought what happened was cricket.

Cricket was originally a game which the English, not being a spiritual people, had to invent in order to have some concept of eternity and fair play. Traditionalists complain about the razzmatazz and coloured pyjamas, the rowdiness and slog-and-run of the one-day game. But they do not turn out in sufficient numbers to support the leisurely old game, dragging on for days, with white flannels and polite clapping beneath immemorial gas-holders. The more leisurely game will survive in England as the necessary training-ground for cricketers to learn their varied skills, before exercising them in the one-day gladiatorial arena.

The World Cup has brought a new excitement to the game, and introduced it to a huge new audience. The cricketing authorities need to take their rules back from the television producers and commercial exploiters. Television schedules, not the spirit of cricket, insist that a game be finished in a single day; and 60 overs make a better match than 50. But, in spite of its flaws and stupidities, the World Cup was a triumph for cricket and its players — not least for leg-spinners — and an exciting overture to this summer's Pakistan five-Test tour in England.

## LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

### Election 92: minimum wage and the effect on jobs...

From Professor Emeritus B. Roberts

Sir, The Labour party's proposals for a national minimum wage and the establishment of a system of overall wage regulation achieved through the co-ordination of pay bargaining based upon a "national assessment" are being justified by reference to the success of similar policies in other countries in Europe. The facts do not support this claim.

State-determined minimum wages have had relatively little effect in raising the relative wages of low-paid workers in the countries cited, since pressures in the labour market and especially the pressures exerted by unions have forced up all levels of pay, through increased industrial conflict, creating inflation and raising levels of unemployment of teenagers and less skilled workers.

The attempts in Germany, Italy, France and Sweden to improve the relative wages of the low paid and to prevent inflation by nationally promoted systems of central control of pay levels are increasingly accepted as no longer working effectively.

Recent studies by the European Social Affairs Directorate have shown that the main features of developments in pay structures in Community countries are "a gradual withdrawal by the state from collective bargaining, an attempt to link wages to company performance and the promotion of flexibility measures".

In short, as social democratic parties and trade union membership decline, as is happening in all the

continental countries, they are turning to what might be described as Thatcherite industrial relations, monetary and fiscal policies.

If Labour is elected and it seeks to put its pay proposals into effect the results will be further aggravated by its tax and industrial relations policies, which will lead to the problems now existing in Europe which it has chosen to ignore and which will not be solved by supporting the social chapter.

Yours faithfully,  
BEN ROBERTS,  
28 Temple Fortune Lane, NW11.  
March 23.

From Lord Jay

Sir, The continuous rise in unemployment by 50,000 a month since the UK joined the ERM (exchange rate mechanism) in 1990 at a heavily over-valued exchange rate has confirmed the worst fears of those who criticised that decision. An over-valued exchange rate damages an industrial economy in three ways simultaneously. It raises export subsidies imports and by necessitating high interest rates discourages investment and construction.

The damage is particularly severe in a country like the UK which exports and imports about 30 per cent of its GDP. Experience here is a better guide than ideology. Overvaluation in 1925 was followed by six years of rising unemployment, and the move to a competitive rate in 1931 gave us a 2 per cent bank rate

and five years of real growth from 1932 to 1937.

The end of over-valuation in 1949 made possible steady growth, 2 per cent or 3 per cent unemployment and balance of payments surpluses in the 1950s. With absurd over-valuation of the exchange rate in 1980 came the acute slump of 1981-3. The fall in the rate in 1985-6 was evidently the main cause of the temporary upturn in 1987-9. The story since we joined the ERM in 1990 speaks for itself.

Of course other pressures are always at work and longer-term remedies are needed; but deflationary forces of the strength let loose by the present rate overwhelm all others. It is no good preaching at industry to be competitive if it is prevented from being so by a non-competitive exchange rate and few firms will invest if they cannot sell their product at home or abroad.

There is no guarantee that the deflationary tide will turn of its own accord. Each dismissal of 1,000 workers cuts their spending and so throws a further group out of work. Slumps in the past have seldom ended without very low interest rates or other drastic changes of policy.

With the present non-competitive exchange rate we are heading for three million unemployed or more, and a still further weakened economy.

Yours faithfully,  
DOUGLAS JAY,  
Causeway Cottage,  
Minster Lovell, Oxfordshire.  
March 20.

### ... inflationary pressures and effect on manufacturing

From the Director-General of the CBI

Sir, Your leader, "A bad example" (March 23), drawing attention to the current inflationary pressures and industrial relations problems in Germany could not have been more timely. It was published on the day that the United Kingdom announced its best ever manufacturing export figures and when our inflation had just fallen below that of Germany for the first time in a generation (report, March 21).

The CBI has repeatedly drawn attention to the folly of seeking to legislate an improved standard of living in a competitive world where people with comparable skills are willing to work for a small fraction of the wages considered acceptable in Western Europe. For too long on the Continent, the political attractions of promising something for nothing have outweighed these economic realities.

But the costs of what amounts, literally, to political irresponsibility are now becoming clear — as the anti-government swing in the French regional elections (reports, March 23, 24) shows. Europe is steadily losing its share of world trade, and unemployment continues to rise — especially among young people.

Europe's employers are convinced that a statutory minimum wage and measures designed to create jobs by limiting working time will have precisely the opposite effects of those intended. That is why there is widespread support within business, and not just in the United Kingdom, for our rejection of the social chapter at Maastricht.

As a CBI report, *Social Europe after Maastricht*, to be published this week will make clear, in the United Kingdom a statutory minimum wage would send at least 150,000 people to unemployment, without making any significant

contribution to the problem of poverty. Of course, the freedom to compete can never amount to a licence to exploit. But without this freedom, we will simply not be creating the wealth needed to provide the social and other public services on which we all rely.

Yours faithfully,  
JOHN BARNHAM,  
Director-General,  
Confederation of British Industry,  
Centre Point,  
103 New Oxford Street, WC1.  
March 24.

From the President of the Labour Finance and Industry Group

Sir, Your leader criticising Labour's industrial policies (March 24) repeats a fallacy that has done enormous damage to the British economy during the 1980s: the idea, widely promoted by government ministers, that manufacturing is in some way archaic, and that it will in time be replaced by services.

The CBI pointed out recently that "ill-considered statements by government ministers in the early 1980s... suggesting that the future of manufacturing industry in the UK did not matter, have been very damaging", and that recent statements have not yet "corrected the impression that government attaches little importance to UK manufacturing".

The fact is that most of the successful economies of our time have invested heavily in manufacturing, have seen governments working with industry to support innovation and skills, and have used the strength of their traded goods sectors as engines of growth. They have grown while maintaining the share of manufacturing in national income. They have not devalued services but rather recognised that prosperous services grow best when manufacturing is thriving too.

### Manifestos for all

From Mr Nigel Raffety

Sir, It surprises me that copies of manifestos have to be requested from each party or sought, with apparent difficulty, in the newspapers. Surely these important documents should be sent directly to every person on the electoral register. I would suggest their layout should be identical, in clear and perhaps abbreviated form, enabling immediate comparison of the essential policies and intentions of the main political parties; and, indeed, the means by which these proposals are to be financed.

As every prospective shareholder of a new company would expect a copy of its prospectus, why should not every prospective voter receive, as a matter of course, a clear and understandable manifesto, or contract to vote, on which to base their decision?

Yours faithfully,  
NIGEL RAFFETY,  
34 Kensington Church Street, W8.

### Warnings by Major

From Mr Alan B. Grant

Sir, Trying to turn Mr Kinnock's 1983 speech against him Mr Major has said (report, March 20) that in the event of a Labour government "I warn you not to be ambitious. I warn you not to be qualified. I warn you not to be successful".

A letter to you (also March 20) from the president of the Association of Consultants Architects reported that redundancies during the last two years amongst qualified architects appeared "at a conservative estimate" to be 12,600 out of a total number of 40,000. Perhaps, as a result, Mr Major will appreciate the irony of his statement. I doubt if those redundant architects will.

Yours faithfully,  
A. B. GRANT,  
27 Woodfield Hill, Coulsdon, Surrey.

### Foreign policy issues

From Mr Stephen Jakobi

Sir, Now that there may be a televised debate between the main political foreign affairs spokesmen (report, March 14), perhaps a small part of it could be spent in discussing the priorities to be given to vital consular activities within the Foreign Office and their place in our relations with other countries.

There is a danger that the debate will otherwise be confined to the political side, concentrating on such fashionable and indeed praiseworthy human rights issues as the plight of the Kurds or the trials of Chinese dissidents.

Since mid-February, when those of us interested in various cases of injustice involving British citizens banded together to form Fair Trials Abroad, we have found an almost universal neglect of the most important consular function of all — that of protecting the rights of our citizens to basic justice, even by the most primitive standards.

The public appear to be under the impression that if they suffer an injustice whilst travelling abroad our government would go to all practicable lengths to right the wrong and get them home. To those of us with practical experience, the gap between public expectation and actual performance is a disgrace.

Yours faithfully,  
STEPHEN JAKOBI,  
Jakobi & Co (Solicitors),  
Swendenburg House,  
21 Bloomsbury Way, WC1.

From Mr Julian Amery

Sir, It is widely held that "abroad" has little impact on the outcome of general elections. Having fought in every previous campaign since 1945 (plus a by-election) I would dispute this. No doubt economic and social issues are the bread and butter of

every campaign but, in my experience, the activists have been greatly stirred by issues abroad and the media have found them easier to dramatise. Is there a foreign affairs issue before the electorate today?

Former President Nixon has recently dropped a blockbuster into the endless and so far very tedious American campaign. He claims (report, March 14) that the West has won the Cold War against communism but could easily lose the peace if it fails to give urgently needed support to President Yeltsin. Russia, he argues, is still a first-class military power equipped with nuclear weapons.

If, under the stress of hunger and unemployment, Russia turned to a nationalist dictator this could present the West with major problems. More than that, it could make dictatorship fashionable again for other countries struggling to free themselves from the consequences of communism.

In Washington, Secretary James Baker has conferred with Senators Lugar and Nunn. They are said to have fallen in with Mr Nixon's view. The *Washington Post* has called on President Bush to give the lead. If he does he will try to enlist the help of Europe and Japan in a major effort, a Marshall aid type of effort, to give support to President Yeltsin's Russia and the other democracies of Eastern Europe. This will not be cost free.

How should Britain respond? How would Churchill have reacted? I believe it is the duty of a Conservative government to give clear support to such an initiative. Even perhaps to give a lead to President Bush. The vision of an expanded Europe is central to our foreign policy.

What view will the Labour and Liberal Democrat leaders take? Let Mr Major give the lead. The country can then see how the others respond.

Yours faithfully,  
JULIAN AMERY,  
112 Eaton Square, SW1.

### Labour challenge on art exports

From Mr Mark Fisher

Sir, Your leading article of February 29, in which the government was urged to "do something" to clear up the confusion the minister for the arts' statements have caused in relation to art exports, still awaits a response from the government.

On the same day the minister, Mr Tim Renton, wrote to you insisting that, in spite of his enthusiasm for "a list of very important items" which "could be prohibited from export" he still had an open mind. Surely it is time that he made clear the way in which any future Conservative government would act?

In government, the Labour party would reject any listing system, which we believe is bureaucratic, arbitrary and a wholly unnecessary and artificial convention in the market.

We accept the view of the reviewing committee on the export of works of art that there is little wrong with the existing Waverley system that could not be solved by increased purchasing grants for the national galleries' museums, and we would unfreeze their purchasing grants, which have not been increased by the present government since 1985.

We would positively encourage private treaty sales by owners and national galleries and museums by promoting the existing fiscal advantages of such sales. We would not impose any upper limit on the reserve available for accepting works of art in lieu of capital-transfer and inheritance tax, unlike the present minister who, in the 1992 report from the Office of Arts and Libraries (para 3.3), breaks with past practice and imposes a limit of £10 million. The minister has fuelled the uncertainty and confusion of owners and galleries by suggesting subsequently that we did not really mean this.

A response from the minister would be appreciated by all those who value our artistic heritage and wish to see an early return of confidence in policies of any future government.

Yours faithfully,  
MARK FISHER  
(Shadow minister for arts and media),  
Pioneer House, Lonsdale Street,  
Stoke-on-Trent, Staffordshire.  
March 24.

### Trainee solicitors

From Mr Andrew Phillips

Sir, Frances Gibb (March 9) reports that substantially more than 50 per cent of trainee solicitors wish to train with central London firms, with a further 31 per cent looking to the large (more commercial) provincial firms, thus leaving only a paucity aiming for general or high street practices.

No doubt this is explicable largely in terms of the relative collapse of legal aid remuneration, the decline in conveyancing fees and, withal, a commercialisation in professional attitudes which causes public need to be largely overlooked.

Against a background of incessant law-making that trend is profoundly self-damaging. The common law is becoming common law only in its accessibility — intellectual as well as financial — to a swelling swathe of the public.

No one should be surprised if the disaffection to which this contributes is reflected in soaring crime statistics. We are still a long way from enabling our young people to achieve a viable degree of competence and self-confidence vis-a-vis the law.

Yours truly,  
ANDREW PHILLIPS (Chairman),  
The Citizenship Foundation,  
63 Charterhouse Street, EC1.  
March 23.

### Wrong address

From Mr A. H. Sykes

Sir, In his television review (March 20) of *Israel: A Nation Is Born*, Mr Daniel Johnson refers, mistakenly, to Abba Eban as "Oxford educated".

On a previous occasion in the USA Mr Eban was congratulated upon his Oxford accent, to which he replied: "I would have you know that I went to Cambridge — but in public life you must expect to be smeared".

Yours faithfully,  
A. H. SYKES,  
Walthwaite How,  
Chapel Side,  
Ambleside, Cumbria.  
March 23.

### Too long in the tooth

From the Chief Executive of the Health Education Authority

Sir, *Punch* — long decayed and soon to be extracted, widely read but rarely bought, a victim perhaps of the nation's improved dental health (report, March 25)? What next, I wonder: *Country Life*, *The Field*?

Yours sincerely,  
SPENCER HAGARD,  
Chief Executive,  
Health Education Authority,  
Hambleton House,  
Mableton Place, WC1.  
March 25.

Business letters, page 23

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.







## OBITUARIES

## JACK ARNOLD

Jack Arnold, American film director best known for such science-fiction classics as *Creature From the Black Lagoon* and *The Incredible Shrinking Man*, died on March 17 in Woodland Hills, California, aged 75. He was born in New Haven, Connecticut, on October 14, 1916.

FOR a handful of years in the mid-fifties, Jack Arnold reigned supreme in American science-fiction cinema. *It Came From Outer Space* featured 3-D aliens landing in the Arizona desert and assuming the identities of nearby townsfolk; in *Creature From the Black Lagoon*, another 3-D jaunt, a jungle expedition deep in the Amazon tumbled upon the Gill Man, a prehistoric throwback. Giant tarantulas gobbled up the countryside in *Tarantula*; while in *The Incredible Shrinking Man*, Arnold's most memorable film, a human covered in his basement, shrunk by radioactivity until even a spider dwarfed him.

Such films, all made for Universal, suffered the indifference of critics and dialogue common to the genre. But Arnold boasted two supreme gifts that lifted his work clear of the rut: a strong visual eye, and a sober temperament that always sought to paint the improbable in realistic hues. In *It Came From Outer Space* (1953), his second feature, Arnold conjured an eerie spell from the bleak sand and scrub, and refused to succumb to cheap 3-D stunts. The Southwestern deserts, just a few hours' drive from



Shrinking man, above, dwarfed by a spider and, right, the Gill Man in *The Creature from the Black Lagoon*

Hollywood, soon became a standard location for low-budget fantasy film-makers. *Creature from the Black Lagoon*, made the following year, proved equally influential, and launched one of Hollywood's most famous monsters. Arnold himself supposedly suggested its design by sketching the Oscar statuette with a few added fins. *Revenge of the Black Lagoon*, Arnold's next fantasy assignment, proved disappointing: trapped inside a Florida aquarium, the monster lost much of its sinister power. But Arnold bounced back with *Tarantula* (1955), another tale of desert may-

hem, and the marvellous *Incredible Shrinking Man* (1957), inspired by a Richard Matheson novel. "People don't get shorter," Mr. Carey, the hero's doctor tells him. Mr. Carey, played by Grant Williams, knows better: under Arnold's precise direction, he dwindles in size until the ordinary world is transformed into a nightmare universe of giant water drips, enormous scissors, and a life-threatening spider. Along with these visual niceties, the film neatly charts the hero's emotional disintegration; for once, Arnold's characters seem more than puppets.

Surprisingly, perhaps, Arnold's background lay in acting. After attending Ohio State University, he enrolled in the American Academy of Dramatic Art; by 1933, small parts in Broadway productions and Hollywood films came his way. On stage he appeared in Elia Kazan's directorial debut, *The Young Man with the Horn* (1935), and the Theatre Guild's lachrymose *But for the Grace of God* (1937). In films, he also stayed well down the cast list: perhaps that was the best place to be in supporting features like *The Day the Bookies Wept* (1939) or *Medicine Man* (1941).

The war proved Arnold's salvation. Hot-foot from the Republic serial *Junior G-Men of the Air*, he joined the Signal Corps, and began directing documentaries for the US State Department, the army, and industry. With *These Hands*, for the International Ladies Garment Union, won him an Oscar nomination in 1950 and served as his Hollywood calling card. Ensnared at Universal, he worked at various genres, slipping the science-fiction in between westerns and thrillers. With the box-office success of his shrinking men and outsize tarantulas, larger



projects came his way. He worked with Lana Turner, Bob Hope, and came to England for the lively satire *The Mouse That Roared* (1959), featuring Peter Sellers in three roles as the prime minister, field marshal and Grand Duchess of the world's smallest country. But once the fifties' science-fiction boom was spent, Arnold's films quickly lost their appeal, and he spent increasing time working in television. A rhapsodic chapter in John Baxter's 1970 book *Science Fiction in the Cinema* revived interest in Arnold's best films, but did little to improve his professional fortunes. By 1975, he was reduced to directing a soft-core erotic, *The Games Girls Play*, though at least he handled the job with panache. Six years later, one of his admirers, the director John Landis, made an abortive effort for him to remake *Creature From the Black Lagoon*. Arnold is survived by his wife, Betty, and two daughters.

## APPRECIATIONS

## Friedrich von Hayek

FOR a young undergraduate from what would now be called a "deprived" area, sat with condemnation of capitalism, to hear a confident defence of capitalism in 1934 from academic eminences of the fame of Lionel Robbins, then in 1935 from the little known but formidably impressive F. A. Hayek (obituary, March 25) was awe-inspiring.

"Capitalism" was anathema to the people who had lived around me as I grew up in London's East End. My economics teacher in the local grammar school was more restrained. But the only teacher who had a good word for the nineteenth century which had freed itself from medieval mercantilism was the history master.

The London School of Economics was then very much a left-wing seminary by repute. It could hardly be otherwise with Harold Laski, Hugh Dalton, W. A. Robson and more teachers who later served in or advised the post-war Attlee government. As a student who did not share the general consensus of LSE opinion life could be lonely. There were alarmingly few like me. Other students thought me either mad for believing such reactionaries as Hayek, or bad in angling for a job. Unfortunately their fears were realised when, on graduating in 1937, I was offered a post on the research staff.

Hayek and Robbins and Plant and two or three of their younger colleagues, like Ronald Coase, the 1991 Nobel laureate in economic science, explained my doubts about my earlier critics of capitalism. What was wrong was simple: by showing that capitalism had faults, which it had as I could see all around me, they had wrongly jumped to the conclusion that another system called socialism would put them all right.

I had to wait for the evidence that came in later years that the faults of socialism were even worse, since they were more difficult to avoid or erase. This was the key to my youthful mystification that Hayek supplied. Centralised planning, he demonstrated in 1935, would not work ever because it lacked a pricing system. Capitalism did not create poverty; it provided the mechanism that would cure it. Government direction of the economy would endanger personal liberty. That knowledge I owe mainly to Hayek. In all the years since then he has reinforced the doubts I had about socialism but could not understand until I read his works.

Since then, in reading his later works, editing his shorter writings at the Insti-



tute of Economic Affairs, the formation of which he inspired, attending conferences of the Mont Pelerin Society, the association of world scholars he established, discussing his latest refinements at seminars of the Liberty Fund, confiding my thoughts on tendencies in economics and on the economists who have been misled by them, I have been confirmed in my youthful impression that he was a surer guide to the economic world than the economists who have been heeded by governments.

That is the debt I owe Hayek.

Arthur Seldon

## MAJOR GENERAL D. C. T. SWAN

Major General D. C. T. Swan, CB, CBE, the Director of Fortifications and Works at the War Office, 1953-55, died on March 7 aged 91. He was born on September 2, 1900.

DENNIS Swan's memorial stands — unattributed to him — in the woods of Rheindahlen in Germany between the Dutch frontier and the Rhine. In the early 1950s, as Chief Engineer BAOR, he supervised the planning and early phases of the construction of the vast complex, which houses the headquarters of Nato's Northern Army Group, the British Army of the Rhine and the 2nd Allied Tactical Air Force. Later, as Director of Fortifications and Works at the War Office, he oversaw its completion.

Swan had already made his contribution to military history in Burma as the Commander Royal Engineers (CRE) of the 1st Burma Division during the thousand mile withdrawal from Rangoon to India in 1942; and as Chief Engineer of the 15th Indian Corps in the British counter-offensive, which won Burma back in 1944-45.

Dennis Charles Tarrant Swan — nicknamed affectionately "Duck" Swan by his colleagues — came from a family with long associations with the Sappers, India and Burma. His great, great grandfather, a lieutenant-general, retired as Chief Engineer, Ireland, in 1802. His grandfather, a major general, commanded the Deccan Horse during

Robert's march from Kabul to Kandahar in 1880. And his father, Lt-Col C. T. Swan, commanded units of the Madras Pioneers during the Boxer Rebellion in China, in the Burma wars and in Mesopotamia during the first world war.

Educated at Wellington College and the Royal Military Academy, Woolwich, Dennis Swan was commissioned into the Royal Engineers in 1919 and learnt his soldiering with a field company at the Curragh and with a fortress company in Cork harbour during the Irish "troubles" of the early 1920s.

By 1924 he was on his way to India to follow in his father's footsteps in the Madras Sapper and Miners. He stayed with them for almost ten years on the North West Frontier in South Waziristan with the Manzi Brigade's field company.

When he arrived back in England in 1935, the expansion of anti-aircraft units to meet the perceived German air threat was already under way. He became Brigade Major of the 40th Anti-Aircraft Brigade in north west London.

When war came in 1939, he went over to France with the BEF as a lieutenant-colonel in charge of the construction of the underground headquarters for Lord Gort's GHQ at Doullens. Just before the German offensive in the west began, he was appointed Commander Royal Engineers to Martel's 50th (Tyne & Tees) Division. He took part in its abortive counter-attack at Arras, which



made Rommel's 7th Panzer Division pause momentarily; and then executed 50th Division's demolition plan to cover its withdrawal to Dunkirk.

He spent almost a year back in Ireland at Lisburn, near Belfast, developing the unused contingency plans for a British invasion of the republic to pre-empt German landings. As soon as the Japanese en-

tered the war at the end of 1941, all available officers with Indian Sapper and Miner experience were hurried back to India. Swan was appointed CRE of 1st Burma Division.

He was soon engaged in executing demolition plans to cover the withdrawal northwards up the Irrawaddy in the face of the Japanese advance, and in organising the Irrawaddy flotilla for the British evacuation of southern Burma. He survived the disastrous battle around the oilfields at Yengyangung when the division was all but destroyed as a fighting force, and then organised the Irrawaddy ferry-crossing at Sammeikon to the west of Mandalay, enabling what remained of his division and much of the 17th Division to fight their way up the valley of the Chindwin and thence back to India.

Swan returned to Burma in 1944 as the Chief Engineer of Philip Christison's 15th Indian Corps, which, after the severest fighting, eventually defeated the Japanese in the Arakan, took Akyab and advanced with a series of amphibious landings down the Burma coast, recapturing Rangoon in May 1945. 15th Indian Corps was then withdrawn to India to play the leading role in Operation "Zipper", the invasion of Malaya.

The dropping of the two atomic bombs on Japan turned "Zipper" into the unopposed reoccupation of Malaya, Singapore and the Netherlands East Indies. Swan was

present when Mountbatten took the Japanese surrender in Singapore, and went on to be the Chief Engineer of the British occupation forces in Java and Sumatra.

In 1946 Swan returned to Europe as Chief Engineer of 7th Armoured Division's area of occupation in north west Germany around Hamburg and Verden; and by the time the Berlin airlift began in 1948, he was Deputy Director of Engineer Works at HQ BAOR, responsible for the construction work needed to increase the British air supply effort.

Two years later he was promoted major general and appointed Chief Engineer North Army Group and BAOR, and started the building of its permanent headquarters. His last appointment in the army started in 1953 when he became Director of Fortification and Works at the War Office.

After he retired in 1955, he spent five years as managing director of a firm dealing in tractors and earth-moving machinery. He was president of the Institution of Royal Engineers from 1961 to 1965. When the Soviet army invaded Afghanistan in 1979, he protested by returning to the Soviet ambassador in London the insignia of the Russian Order of the Patriotic War (1st Class), which he had been awarded for his contribution to the Allied war effort.

In 1930 he married Patricia Ethel Mary Thorne, who died in 1960. They had a son and a daughter.

## Michael Skinner

I AM writing to express my appreciation of the obituary of Major-General Skinner (March 21). As one of his many friends and admirers in Woodchurch, I wish to record that we were not in the least surprised when he took up his work at Rochester after his retirement from the Army.

On coming to live in our village, he immediately became an active member of our church, being a member

of our Church Council and soon became Deputy Church Warden. His friendliness and wise advice was greatly valued. His wife Anne took over the duties of Secretary to the PCC. They both took an active interest in all aspects of village life and they are both remembered with great affection.

Mike was truly a great Christian Gentleman, and I am sure he will be remembered as such by his countless friends.

E. F. Elliott

## LIVES REMEMBERED

A COLLECTION of 180 obituaries from the 900 or so published on this page during 1991 has been produced in book form, edited by David Heaton and John Higgins, under the title *Lives Remembered*. *Lives Remembered*, fully illustrated and with a foreword by Lord Annan, is available at £19.95 from the Bletchley Press, 10, Station Road, Pangbourne, Berks. RG8 7AN (Tel. 0235 850110. Fax 0734 843336).

Mail order coupon on facing page

## March 26 ON THIS DAY 1901

In an era of *Polaris*, Trident and sea-to-air missiles the submarine classed as non-offensive makes bizarre reading just over a decade after Sir George Clark's "apt" summary, German submarines were wreaking havoc with Allied shipping in the Atlantic.

## THE SUBMARINE BOAT

The decision of the Admiralty to purchase and experiment with submarine boats is the novel feature of the Navy Estimates, but it cannot be said to have been altogether a surprise.

The type chosen, that invented by Mr John P. Holland, is probably the best available in the market, but surely the ingenuity and scientific skill of British inventors and constructors is quite equal to producing something as good, if not better.

The general agreement as to the wisdom of the step which the Admiralty have taken should not blind us to the danger of misleading the country in this matter. It is evident from comments which have already appeared that it is necessary to make it quite clear that this step does not commit us in any way to the adoption of the submarine boat as a desirable or essential component of British naval strength.

The student of naval affairs learns to regard with suspicion any form of protection which is not adapted for offensive warfare, and there is no evidence available at present placing the submarine boat outside this category.

In its present form it may possibly have a place in harbour defence, and the possession of the boats now under construction will enable our officers to test its value for this purpose. This is all we may hope for, and the statements of the American naval officers

and others who were examined by the committee for the purchase of the Holland boats by the United States Government show that this is all they expected.

The improved Holland boat, the type chosen for experiment with, is the result of some 25 years of trial and error. It was somewhere about 1877 that Mr Holland put his first boat into the water, and since then he has built no fewer than five, each including improvements and modifications suggested by experiments with his predecessor. The boat which decided the United States Government to give their large order displaced 74 tons; those they are now building and those ordered by the British Government are larger and heavier. The dimensions of the British boat are 63ft 4in in length over all, 11ft 9in beam, and 120 tons displacement when submerged.

Each boat carries one torpedo propulsion tube, situated right forward in the vessel and opening upward 2ft below the light waterline. A torpedo can be fired from this tube either when the boat is stationary, when she is running on the surface, or when she is submerged. If you have a trained man at the helm, said Lieutenant Caldwell (US Navy), the steering is perfectly satisfactory, with an inexperienced man she would steer erratically. It is only a question of training.

On the other hand, there is no mention in any of the reports of such an instrument as the periscope, used in the French vessels.

There is nothing, however, in the trustworthy reports of the have gone ahead of the Americans in this matter. Sir George Clarke, in a recently reported interview, aptly sums up the situation. "So far as I can see, the art of getting under water and stopping there has advanced; but I know nothing which suggests that the submarine boat is likely to play any useful part in war."

## University news

## Oxford

## Elections

ST JOHN'S COLLEGE To a superannuated fellowship, from October, David Edgar, Kilgus, Pauline, Max to Northampton, from October, David Simon, Grosier and Richard Whitfield, Task, Easter

Honorary degrees are to be conferred on the following in July: LLD: Lord Justice Butler-Sloss; Mr James Hetherington, former university treasurer; Dr Christopher Pope, chairman of Eldridge Pope Brewery.

DLitt: Mr Peter Ackroyd, writer and chief book reviewer for *The Times*; Sir Anthony Parsons, diplomat.

DSc: Professor Frank Harary, professor of computer science at New Mexico State University; Professor F. Gordon A. Stone, FRS, former head of department and professor of inorganic chemistry at Bristol University.

## Birthdays today

Colonel Sir Michael Ansell, former director, Horse of the Year Show, 87; Mr Graham Barlow, cricketer, 42; Mr Pierre Boulez, composer and conductor, 67; Lord Chwede, 55; Miss Kyung-Wha Chung, violinist, 44; Lord Graham of Edmonton, 67; Her Honour Jean Grahame Hall, 75; Lord Hooper, QC, 67; Air Marshal Sir Peter Horsley, 71; Miss Elizabeth Jane Howard, novelist, 69; Sir George Jefferson, former chairman, British Telecom, 71; Sir Bernard Katz, biophysicist, 81; the Earl of Kinnoull, 57; Vice-Admiral Sir Ian McCreoch, 78; Dr Kenneth Mellanby, physiologist, 84; Sir Leslie Mills, economist, 80; Mr G.T. Pryce, former chief executive, Dai-ichi, 58; Mr Harry Rabinowitz, conductor and composer, 76; Miss Diana Ross, singer, 48; Mr Colin Webb, editor-in-chief, Press Association, 53.

## Archaeology

## Aztec turquoise mined in Arizona and New Mexico

BY NORMAN HAMMOND, ARCHAEOLOGY CORRESPONDENT

THE sources of turquoise exploited by the Aztecs for their impressive mosaics have been identified. Scientific analysis has shown that mines in Arizona and New Mexico produced the blue-green stones used to decorate some of the most elaborate Pre-Columbian ritual objects known.

American turquoise first came to European attention soon after Cortez landed in Mexico in 1519: the Aztec Emperor Moctezuma II thought that he was the god Quetzalcoatl returning after five centuries' absence, and sent emissaries bearing the deity's regalia.

Cortez sent the serpent mask — a piece now in the Museum of Mankind in London — back to the Emperor Charles V, and the Spanish soon discovered that turquoise was among the most valued substances in ancient Mexico. No mines were known close to the Aztec capital of Tenochtitlan, however, and for a long time the source of turquoise remained unknown.

After 20 years' research on bedrock samples and archaeological specimens, Dr Phil Weigand believes that they have pinned down the

origins and the distribution network for the precious stones. More than 2,000 artefacts have been characterised by neutron activation analysis at Brookhaven National Laboratory in New York, and several dozen samples from each mine were also examined.

"We have traced several dozen pieces found in Mexico to specific mines more than a thousand miles away," they report. Some of the turquoise came from as far north as Nevada, on the same latitude as San Francisco. More than 120 mines are known, but hundreds more must have been obliterated by modern workings, they say.

Where the mines remained untouched since Pre-Columbian times, they could be dangerous to investigate. "Ancient miners and modern archaeologists alike faced high heat and little ventilation to ameliorate air tainted by smoke and dust," the scientists say. The turquoise was extracted by heating the rock and then shattering it with a draught of cold water, and for obvious reasons the shallower deposits were mined by open-cast methods first.

The earliest use of the stone has been dated to around

600 BC, but only in the first millennium AD was it traded in quantity. North and west Mexico used turquoise widely, and the area of the south-western USA around the mines absorbed a staggering amount: between 200,000 and 500,000 pieces are said to have been found in Chaco Canyon, New Mexico.

The long-distance trade to the Maya of Yucatan and to central Mexico only burgeoned after AD 1000, but after 1300 the Aztec and their neighbours developed a passion for the stone. It was used to encrust shields and serpent pectorals, but the most striking mosaics are the human skulls covered in tiny blue tesserae.

The British Museum owns the largest collection of Aztec turquoise mosaics known, including several pieces that Elizabeth Carmichael has shown to be almost certainly the gifts that Moctezuma sent to Cortez. Analysis of these fragile objects presents problems of conservation, however, and most of the research done so far has been on small carvings or detached tesserae. Source: *Scientific American* 266 (2):56-62.

## Jenkins warning to curb atheism

BY RUTH GLEDHILL, RELIGION CORRESPONDENT

THE three monotheistic religions will be to blame for the spread of atheism unless they find a common way forward, the Bishop of Durham, Dr David Jenkins, said yesterday.

Dr Jenkins called for urgent dialogue between Jews, Christians and Muslims to help achieve peace in the Middle East. Jerusalem focused the "ungodly behaviour" of all who worship the one God, he said. "If we will not work out common answers for a shared way forward, how are we to prevent ourselves from being a principal reason for atheism?"

Monotheistic religion too often seemed to be the dressing up of culture, ethnicity and power, he said at the launch of *Judaism*, the first book of a trilogy which will cover Christianity and Islam, by the Roman Catholic theologian Hans Küng.

Professor Küng, of Tübingen University, Germany, said the three monotheistic religions had generally been "far more active, exclusive and unfortunately often aggressive than the religions of Indian and Chinese origin".

Speaking at St James's Church, Piccadilly, he said: "What unites all the great religions needs to be worked out carefully in detail on the

basis of the sources. We do not need a unity between the religions, a unitary religion, mishmash theology, or a cocktail of pieties, but we do at least need peace between the religions. In all the churches, synagogues and mosques, people should not only pray for peace but work for peace."

Professor Küng says that there could be no political solutions in the Middle East without a clarification of the religious questions over which Jews, Christians and Muslims are at odds. He raised questions over the frontiers of Israel, the use of force in Islam and the question of tolerance in Christianity.

"Instead of visions of the terrors of war and annihilation we must realise a vision of peace. And as I have argued in my book *Judaism*, in achieving this there is no avoiding autonomy and finally a state for the Palestinians as well."

Professor Küng is a radical theologian whose licence to teach in the name of the Church was withdrawn by Rome in 1979 after he questioned papal infallibility and criticised "ecclesiastical oppression".

*Judaism*, by Hans Küng, SCM Press £35.00

Review, L&T, page 5



# Emu fears played down as London woos bank

BY GEORGE BROCK AND COLIN NARBROUGH

BRITISH officials preparing for the presidency of the European Community are playing down John Major's scepticism towards monetary union to help win the headquarters of the European bank for London. Their briefing on so sensitive a subject in advance of an election is unusual.

Government officials drawing up plans for the six-month EC presidency are poised to propose to either Conservatives or Labour that any campaign to site the bank in London must overcome the handicap that Britain is seen as lukewarm on monetary union. Mr Major last year retained Britain's freedom to opt out of the single currency at the last moment in the late 1990s, all other 11 EC states have signed commitments to join a single currency if their economies qualify.

In practice, the Whitehall plan is more likely to appeal to Labour, which backs London as the central bank in its manifesto, than the Conservatives. In a recent interview with *The Times*, Mr Major said that he was sceptical whether Europe's economies were ready for a single currency by the end of the decade. Many City economists and bankers agree, but want London to compete for a leading role if an "ecu zone" is born.

Robin Leigh-Pemberton, governor of the Bank of England, issued a forceful appeal last month for the central bank to be located in London. In an important policy speech, he argued that London not only had the advantage of being the sole truly world-class financial centre in Europe, but that it was also the leading ecu market and the only one offering the necessary liquidity. The right location, he said, would be very important to the standing of the bank.

Mr Leigh-Pemberton's stance has the backing of Norman Lamont, although the Chancellor has been less outspoken on the location issue. Mr Lamont is keen to support "credible sites" in Britain. Deliberate steps by the Treasury to enhance

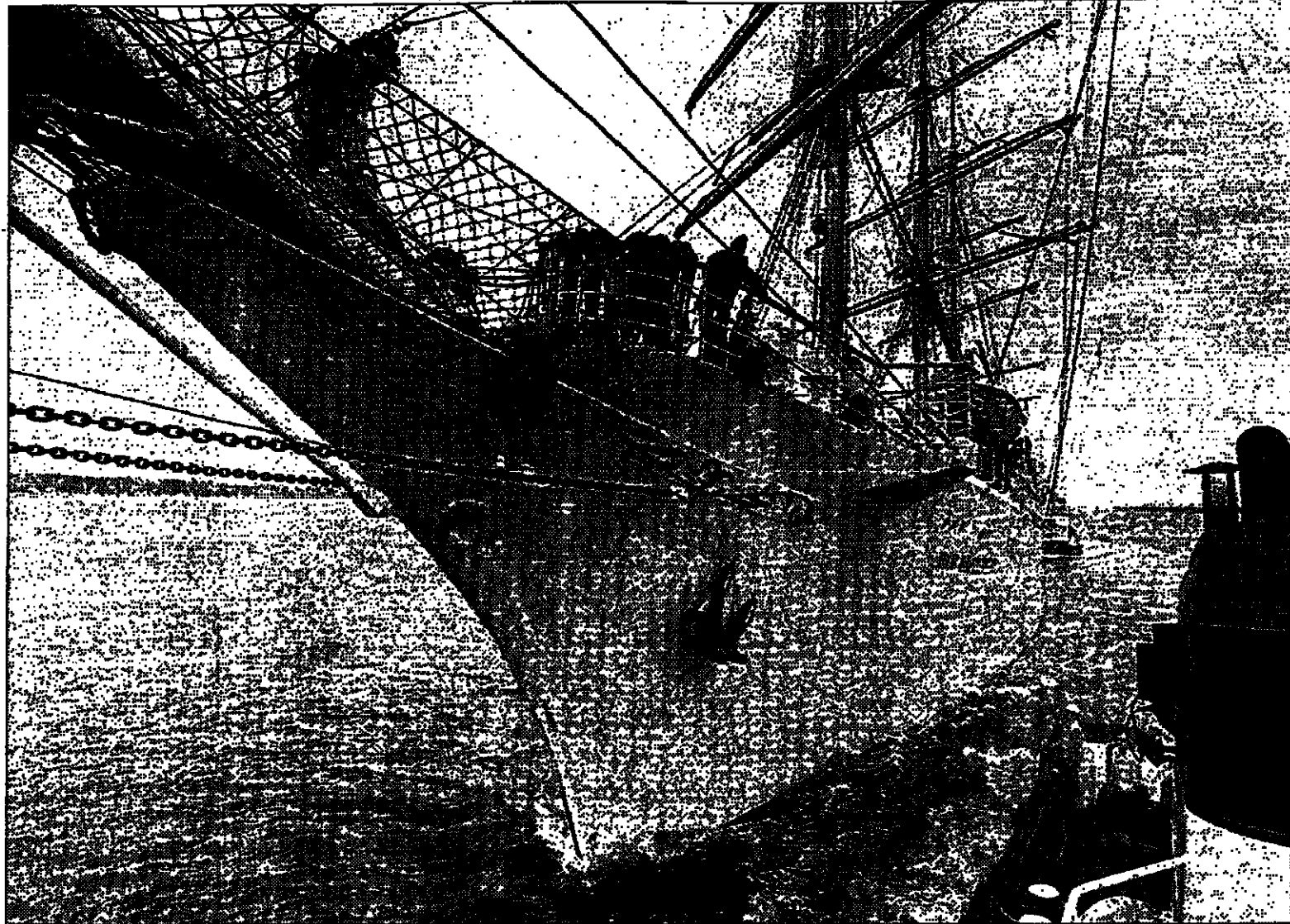
London's as an ecu market have clearly been designed to improve the City's chances of securing the European central bank, or at least its operative arm.

City lobbyists, fearful that parts of Britain's financial services industry would follow the European bank to a rival European centre, have sought to co-ordinate strategy closely with the Bank of England. But Mr Lamont has stuck firmly to the position that Britain will not be committed to the single currency and monetary union without a separate decision in the House of Commons.

Neither a Conservative or Labour government is likely to remove the British "opt-out" from the Maastricht treaty, but officials are suggesting that a new government could try to move Britain closer to the centre of developments by saying that the opt-out was unlikely to be used.

Officials have discussed the bank campaign with both the present government and with senior Labour party figures, including the shadow Chancellor, John Smith. Mr Smith visited Brussels in the first week of February for discussions with EC and British officials, staying with Sir John Kerr, Britain's ambassador to the EC. Under Cabinet Office rules, senior Whitehall officials are allowed to discuss policy options with opposition politicians within six months of the end of a parliament and this period began on January 9 this year. *The Times* disclosed yesterday that the director-general of M15 had held talks with Roy Hattersley, the shadow home secretary.

Even if the next government hints that the Maastricht opt-out is a formality and that Britain will drive to qualify for membership of the first group of countries to unite their currencies, London will face fierce opposition. Germany's finance minister, Theo Waigel, has said that the bank should go to Frankfurt, home of the Bundesbank. France, Luxembourg and The Netherlands have also made bids.



Round Britain voyage: the Polish square-rigger, Dar Miodziety, berthing at Southampton yesterday at the start of a five-day sail around Britain. The ship is on its way to the Columbus Regatta off Spain to celebrate the 500th anniversary of the discovery of the Americas

## Police to get film of bomb suspects

Continued from page 1

Mr Salinger had interviewed the two Libyan suspects in Libya shortly after they were charged in America last November. He said ABC News had broadcast only a minute and a half of the two 40-minute video tapes to be handed over. Under ABC's rules, film footage which had not been shown to the public was not normally disclosed to the police.

In a statement issued after the ruling, Roone Arledge, the president of ABC News, said that since the organisation had been ordered to "make the tapes public by releasing them to the government, we believe it opportune to make the entirety of both interviews available to news organisations".

Justice Stuart-Smith and Mr Justice Poplewell were told by counsel for the Crown that the Scottish police were "very eager" to receive "the important information" contained in the Salinger tapes. The judges outlined new,

tougher guidelines on the way such orders should operate in future, requiring police to spell out more fully the reasons for requiring material. In Tripoli, the seven-man Arab League delegation had hoped to clarify the terms of the offer made on Monday by Libya's ambassador to the UN. Colonel Gaddafi kept them waiting several hours for an audience in what was seen as a rebuff to a team that was led by the league's secretary-general, Esmat Maguid, and included four foreign ministers.



Gaddafi: had invited leaders to Tripoli

## Battle erupts over girl in Labour health film

Continued from page 1

long. We were kept waiting for 12 months for our daughter to be treated and that was appalling, and someone should accept responsibility for that."

Jack Cunningham, Labour's campaign chief, said last night that the broadcast had provoked hundreds of calls from families who had experienced similar delays. This case was, he said, "all too true and all too typical".

With the campaign so finely poised both sides were trying to prevent the other getting the upper hand on an issue that will clearly have a key bearing on the outcome. Both parties held impromptu press conferences as the story unfolded.

The Tories, after initially holding back, launched a full-scale assault on Labour after Mrs Bennett and Mr Ardoun made their dissatisfaction clear. The surgeon suggested early yesterday that the girl's operation was held up because of an administrative error. Labour last night released

the consultant's letter that Mrs Bennett had been so anxious to keep private. In it, Mr Ardoun spoke of the waiting list for overnight stay patients climbing enormously because of insufficient nursing cover. He said patients were now waiting more than a year for treatment "principally because there are no more consultants here now in ear, nose and throat surgery than there were 40 years ago."

Mr Cunningham said the Conservatives "lacked the guts" to face up to the state of the health service. Labour heard about the case from the child's father. "We didn't seek it out. He wanted it conveyed to the public because he was so angry what happened to his daughter."

Mr Kinnock dismissed Conservative accusations of exploiting children. "I think one of the reasons for the Tory reaction, which is becoming increasingly hysterical, of course, is that they are aware of the success of our appeal and the way in which we are leading opinion in

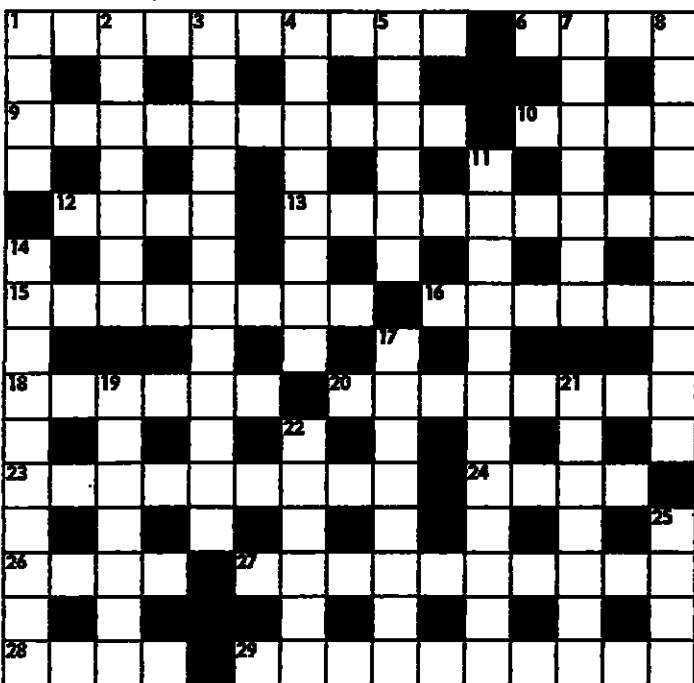
Britain," he said. Labour's early morning conference, in which it set out plans for spending £1 billion on health, was soon overshadowed. It ended in a rumour that some reporters who had not been called to question Mr Kinnock pursued him as he left the rostrum.

Once Mrs Bennett had attacked the film as "disgusting" the Tories called their special press conference. Mr Patten said the "sleazy contemptible" broadcast raised serious questions about Mr Kinnock's fitness for public office.

"If in order to grub for office you don't give a hang for the truth, if you don't even try to check the truth, then I think you disqualify yourself from the trust and respect which those who try for the highest office in the country should seek to earn," he said.

Jennifer's story, page 7  
Election 92, pages 7-10  
Diary, page 14  
Leading article and letters, page 15  
L&T section, page 6

## THE TIMES CROSSWORD PUZZLE NO 18,876



- ACROSS
- Disconcerting strike about to take place (3-7).
  - A prouderance on the back or shoulder (4).
  - In which one may take steps to cross Toledo repeatedly? (5,5).
  - Curiously look through Dickens's last novel (4).
  - House of solid structure (4).
  - The ghost of Banquo, say, at Macbeth's banquet? (4-5).
  - Soldiers backed it with little money, not giving much away (8).
  - E.g., the young Macavity's knowledge about one Pussyfoot (6).
  - Plaid found by volunteers in a mountain lake (6).
  - Carriage seen in a London station (8).
  - Domineering woman causes endless trouble during demo (9).
  - Right to accept condition, though it causes a breach (4).
- DOWN
- Exel judge from contest (4).
  - Flags do not contribute to his annual trading figures (7).
  - A crime mostly counted, perhaps, as being against the people (12).
  - Following? It's about right too (8).
  - Detail of one collier's launch in Tyne is incorrect (6).
  - Of neglected appearance - not observed embracing maiden (7).
  - His barking disturbed an opera in Maidenhead (10).
  - One producing a play, hand on pen? (12).
  - New masters in Repton initially teach it (10).
  - A coarse, scolding woman - Mrs Sprat, for instance? (8).
  - Pity to be without English money for the train (7).
  - Birdman of a tuggish disposition (7).
  - Colourful bird in a circle of light, say (6).
  - Keeper originally born in France - may be copped (4).

Solution to Puzzle No 18,875

DEGAS ARTHUROPOD  
LANE NIGHT BARRED  
N A H E A U S G  
RINE LANDSLIDE  
I G I I  
GENERIC ARTEMIS  
THINER PIRANHA  
G A R D M  
JOHANNINE INDIA  
E B O L M N R T  
ACORN ITINERATE  
N U E N U S F U  
STRATAGEM SATYR

A daily assault through the language jungle. Which definitions are correct?

By Philip Howard

- MOGGAN  
a. A long, footless stocking  
b. A kitten  
c. A Welsh swamp or bog
- TROAT  
a. An Irish thirst  
b. To cry like a hawk  
c. From assistant Troy
- FOSTERLEAN  
a. Money for a fosterchild  
b. Lean back bacon  
c. Of the school of Foster
- CAPEYLIC  
a. Spun glass fibre  
b. Stinking like an animal  
c. A chorambic metre

Answers on page 16

## AA ROADWATCH

For the latest AA traffic and roadworks information, 24 hours a day, dial 0836 401 followed by the appropriate code

- London & SE
- C London (within N & S Circs) 731
  - M-ways/roads M4-M1 732
  - M-ways/roads M1-Dartford 733
  - M-ways/roads Dartford-T423 734
  - M-ways/roads M23-M4 735
  - M25 London Orbital only 736
- National
- National motorways 737
  - West Country 738
  - Wales 739
  - Midlands 740
  - East Angles 741
  - North-west England 742
  - North-east England 743
  - Scotland 744
  - Northern Ireland 745

AA Roadwatch is charged at 38p per minute (cheap rate) and 46p per minute at all other times.

Bank Buy Sell

Australia \$ 2.33 2.17

Austria Sch 21.70 20.80

Canada \$ 2.175 2.015

Switzerland Fr 11.03 10.88

Finland Mk 8.31 7.71

France Fr 2.56 2.705

Germany DM 2.56 2.705

Greece Dr 345.00 320.00

Hong Kong \$ 13.96 12.96

Italy Lit 2020.00 2110.00

Japan Yen 245.00 228.00

Netherlands Gld 1.61 1.51

Portugal Esc 207.25 208.25

Spain Pes 167.50 174.50

Sweden Kr 10.98 10.18

Switzerland Fr 2.72 2.54

Turkey Lira 1080.00 980.00

USA \$ 1.81 1.84

Yugoslavia Dnr 0.08 0.08

Rates for small denomination bank notes only as supplied by Barclays Bank PLC. Different rates apply to travellers' cheques

## HIGHEST & LOWEST

- Highest: Highest day temp. Saunton Sands, Devon, 12C (64F). Lowest day max: Cape Wrath, Highland, 6C (43F). Highest rainfall: Southdown-on-Sea, Essex, 0.36in. Highest sunshine: Falmouth, Cornwall, 10.3hr.

After a bright start with sunshine in some places, showers will quickly develop. Some of the showers will be heavy and squally with hail and thunder, and will fall as snow over hills, mainly in the North. It will feel cold everywhere, especially in the northerly wind, which will reach gale force in some areas. Outlook: showers at first, with further rain later in the West.

Area	Temp	Wind	Cloud	Rain	Max
Aberdeen	17	10	7	45	showers
Amsterdam	18	11	11	50	showers
Antwerp	17	10	11	50	showers
Belfast	17	10	11	50	showers
Birmingham	17	10	11	50	showers
Bournemouth	17	10	11	50	showers
Bristol	17	10	11	50	showers
Cardiff	17	10	11	50	showers
Edinburgh	17	10	11	50	showers
Exeter	17	10	11	50	showers
Falmouth	17	10	11	50	showers
Glasgow	17	10	11	50	showers
Harrogate	17	10	11	50	showers
Leeds	17	10	11	50	showers
London	17	10	11	50	showers
Manchester	17	10	11	50	showers
Met Office	17	10	11	50	showers
Newcastle	17	10	11	50	showers
Nottingham	17	10	11	50	showers
Orkney	17	10	11	50	showers
Shrewsbury	17	10	11	50	showers
Southampton	17	10	11	50	showers
Stirling	17	10	11	50	showers
Swansea	17	10	11	50	showers
Torquay	17	10	11	50	showers
Wolverhampton	17	10	11	50	showers
Wrexham	17	10	11	50	showers

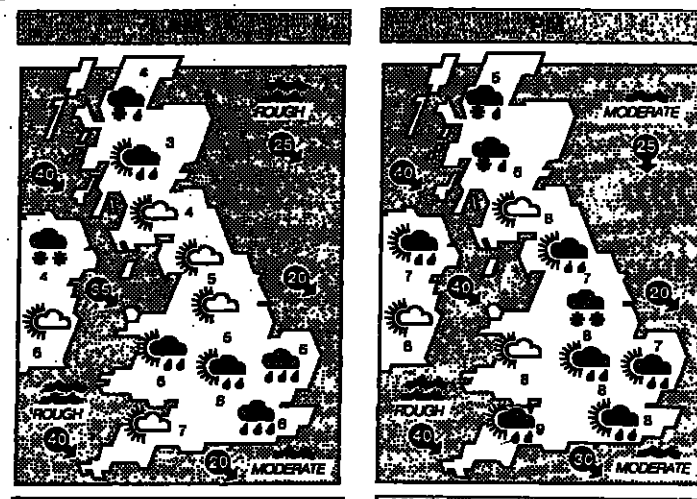
\* denotes figures are latest available

## THE TIMES WEATHER

For the latest region by region forecast, 24 hours a day, dial 0891 500 followed by the appropriate code.

Region	Temp	Wind	Cloud	Rain	Max
Greater London	701				
Kent, Surrey, Sussex	702				
Devon & Cornwall	703				
Wiltshire, Dorset, Dorset	704				
Beds, Herts & Essex	705				
Northfolk, Suffolk, Cambs	706				
West Mid & Sh. Glam & Gwent	707				
Shropshire, Hereford & Worcs	708				
Central Midlands	709				
East Midlands	710				
Lincoln & Humberside	711				
Dyfed & Powys	712				
Gwynedd & Clwyd	713				
N W England	714				
W & S Yorks & Dales	715				
N E England	716				
Cumbria & Lake District	717				
S W Scotland	718				
W Central Scotland	719				
Edin & Fife/Lothian & Borders	720				
E Central Scotland	721				
Grampian & E Highlands	722				
N W Scotland	723				
Caithness, Orkney & Shetland	724				
N Ireland	725				

Weatherline is charged at 38p per minute (cheap rate) and 46p per minute at all other times.



Temperatures at midday yesterday: a, cloud; f, rain; r, rain; s, sun

Area	Temp	Wind	Cloud	Rain	Max
Belfast	17	10	7	45	showers
Birmingham	17	10	11	50	showers
Bristol	17	10	11	50	showers
Cardiff	17	10	11	50	showers
Edinburgh	17	10	11	50	showers
Exeter	17	10	11	50	showers
Falmouth	17	10	11	50	showers
Glasgow	17	10	11	50	showers
Harrogate	17	10	11	50	showers
Leeds	17	10	11	50	showers
London	17	10	11	50	showers
Manchester	17	10	11	50	showers
Met Office	17	10	11	50	showers
Newcastle	17	10	11	50	showers
Nottingham	17	10	11	50	showers
Orkney	17	10	11	50	showers
Shrewsbury	17	10	11	50	showers
Southampton	17	10	11	50	showers
Stirling	17	10	11	50	showers
Swansea	17	10	11	50	showers
Torquay	17	10	11	50	showers
Wolverhampton	17	10	11	50	showers
Wrexham	17	10	11	50	showers

\* denotes figures are latest available

## THE TIMES WEATHER

For the latest region by region forecast, 24 hours a day, dial 0891 500 followed by the appropriate code.

Region	Temp	Wind	Cloud	Rain	Max
Greater London	701				
Kent, Surrey, Sussex	702				
Devon & Cornwall	703				
Wiltshire, Dorset, Dorset	704				
Beds, Herts & Essex	705				
Northfolk, Suffolk, Cambs	706				
West Mid & Sh. Glam & Gwent	707				
Shropshire, Hereford & Worcs	708				
Central Midlands	709				
East Midlands	710				
Lincoln & Humberside	711				
Dyfed & Powys	712				
Gwynedd & Clwyd	713				
N W England	714				
W & S Yorks & Dales	715				
N E England	716				
Cumbria & Lake District	717				
S W Scotland	718				
W Central Scotland	719				
Edin & Fife/Lothian & Borders	720				
E Central Scotland	721				
Grampian & E Highlands	722				
N W Scotland	723				
Caithness, Orkney & Shetland	724				
N Ireland	725				

Weatherline is charged at 38p per minute (cheap rate) and 46p per minute at all other times.

## THE TIMES WEATHER

For the latest region by region forecast, 24 hours a day, dial 0891 500 followed by the appropriate code.

Region	Temp	Wind	Cloud	Rain	Max
Greater London	701				
Kent, Surrey, Sussex	702				
Devon & Cornwall	703				
Wiltshire, Dorset, Dorset	704				
Beds, Herts & Essex	705				
Northfolk, Suffolk, Cambs	706				
West Mid & Sh. Glam & Gwent	707				
Shropshire, Hereford & Worcs	708				
Central Midlands	709				
East Midlands	710				
Lincoln & Humberside	711				
Dyfed & Powys	712				
Gwynedd & Clwyd	713				
N W England	714				
W & S Yorks & Dales	715				
N E England	716				
Cumbria & Lake District	717				
S W Scotland	718				
W Central Scotland	719				
Edin & Fife/Lothian & Borders	720				
E Central Scotland	721				
Grampian & E Highlands	722				
N W Scotland	723				
Caithness, Orkney & Shetland	724				
N Ireland	725				

Weatherline is charged at 38p per minute (cheap rate) and 46p per minute at all other times.

## Harwell tots up a useless record

BY NIGEL HAWKES  
SCIENCE EDITOR

SCIENTISTS at Harwell Laboratory in Oxfordshire have discovered the largest known prime number. If printed out in full it would occupy seven pages of *The Times*, and it took 19 hours of computing on a Cray-2 supercomputer to calculate. The discovery is almost, but not entirely, useless.

The number is two to the power of 756839, minus one. This means two multiplied by itself 756,839 times, less one. Written out in full, the new prime number has 227,832 digits, comfortably beating the previous best - achieved in Houston - Texas, which had a mere 65,050.

Prime numbers are numbers that can only be divided by themselves (or, of course, by one). They begin 3, 5, 7, 11



Harwell  
tots up  
a useless  
record

# THE TIMES BUSINESS

19

● BUSINESS NEWS 19-25  
● ACCOUNTANCY TIMES 27  
● SPORT 28-32

THURSDAY MARCH 26 1992

BUSINESS EDITOR JOHN BELL

**TODAY IN BUSINESS**

**TRADE TARGET**

**CBI**

Only an extra 1 per cent of world trade would boost manufacturing and give Britain long-term recovery, Mark Radcliffe, deputy director general of the CBI, says  
Page 23

**BUILDING UP**

Barra, the housebuilder, is making profits again, and repaying borrowings after the return of its chairman  
Tempos, Page 22

**COUNTDOWN**

The old problems are back as accountants face cleaning up company balance sheets.  
Robert Bruce says  
Accountancy, page 27.

**EUROPE BOOST**

Strong growth in Europe saved Hepworth, the building products group, from the worst of the recession  
Page 20

**KEEN AS MUSTARD**

Earning more in America and spending more on promoting new products are priorities for Reckitt & Colman  
Page 21

**US dollar**  
1.7287 (+0.0099)

**German mark**  
2.8596 (-0.0039)

**Exchange index**  
90.1 (+0.1)

Bank of England official base rate (4pm)

**FT 30 share**  
1929.9 (+3.7)

**FT-SE 100**  
2464.9 (+6.2)

**New York Dow Jones**  
3265.43 (+4.47)

**Tokyo Nikkei Ave**  
20226.78 (+335.21)

**CURRENCIES**

London: Bank Base: 10 1/4%  
3-month interbank: 10 1/4-10 1/2%  
3-month eligible bills: 10 1/4-10 1/2%  
US: Prime Rate: 6 1/4%  
Federal Funds: 5 1/4%  
3-month Treasury Bills: 4.02-4.01%  
30-year bonds: 100 1/2-100 1/4%

**GOLD**

London: 340.10 pm \$341.25  
close \$341.50-342.00 (\$197.25-197.75)  
New York: 341.45-341.95

**NORTH SEA OIL**

Brent (May) ... \$17.50 bbl (\$17.85)

**RETAIL PRICES**

RPI: 136.3 February (1987=100)  
\* Denotes midday trading price

Recovery could start this summer

## Engineering firms 'to cut 60,000 jobs'

By ROSS TIERMAN, INDUSTRIAL CORRESPONDENT

THE engineering industry is likely to shed a further 60,000 jobs over the next 12 months, but a gradually accelerating recovery in output is set to begin this summer, the Engineering Employers Federation said.

The forecast, contained in the EEF's quarterly economic survey, signals a sharp slowdown in the rate of job losses in engineering, which accounts for about half of Britain's manufacturing output.

The EEF said during the past 12 months engineering employment has fallen 165,000, to 1.85 million, in response to a steep slump in output. But pressure on industry to contain costs is expected to ensure jobs continue to be lost, even after output begins to climb again.

Ian Thompson, the EEF's economic adviser, said the EEF remained confident the steep slump in engineering output caused by the recession was levelling off. A gradual, and accelerating recovery would begin in the summer, providing an output volume increase of 5 per cent by the middle of next year.

But the EEF reiterated its warning of a widening balance of payments deficit as the recovery starts. "Manufacturing has become much more efficient than it used to be, but the manufacturing sector has become too small to maintain the balance of payments," he said.

The EEF said the outcome

of the election would have little impact on the speed of the engineering output recovery because there would be a long time lag before any changes in policy took effect.

The EEF, which campaigned for increased allowances for capital investment, said it supported in principle Labour's plans for special investment allowances. But it was uncertain whether the party planned to retain them for long enough to have a significant impact.

Growth in investment is critical to the speed and breadth of the recovery. Engineering industry sales are tied to company investment and property spending. British engineering sales last year are reckoned to have totalled £122 billion, of which £50.8 billion was exports.

Until now, unification of Germany has helped to moderate the engineering downturn. Germany overtook America as Britain's biggest engineering export market last year, accounting for 16 per cent of overseas sales.

But the EEF said Britain's economic cycle has now been brought into line with the rest of Europe. So the slowdown in German growth, and the rest of Europe, suggested little prospect of a speedy recovery in Britain.

That was compounded by a steep fall in fixed investment by manufacturing industry in Britain, to levels below those achieved in early 1987. Investment, leading to more demand, is unlikely to recover

fully to its peak at end 1989 before 1994, the EEF said.

Job shedding, and the weakness of sterling within the European exchange-rate mechanism, have contributed to an improvement in the industry's competitiveness.

Even so, "this leaves productivity levels in the first half of 1992 generally no higher than they were two years earlier — hence the need for further improvement in 1992 and 1993", the forecast said.

Motor vehicles are expected to lead the engineering recovery, partly because they have a relatively short life cycle, and partly because of construction of Japanese transplant factories in Britain.

By the middle of next year, output of motor vehicles and parts — 18.2 per cent of total engineering output — is forecast to rise 12.1 per cent.

Other sectors, accounting for almost 40 per cent of total engineering output, are likely to grow only very modestly, the EEF said.

□ The Confederation of British Industry will today publish an open letter to members highlighting the achievements of industry over the past ten years. The employers' organisation says it is concerned that voters have an unduly bleak picture of the prospects of Britain's manufacturers. However, the CBI has rejected proposals for a £1 million advertising campaign to press the message home.

Can do better, page 23

## Low prices force Lasmo to cut exploration costs

By MARTIN BARROW

LASMO is to reduce significantly expenditure on exploration this year in response to severely depressed oil and gas prices.

The company, which virtually doubled in size last year, after the takeover of Ultramar, plans to reduce the cost of exploration and appraisal activities from £200 million in 1991 to £135 million this year. Chris Greentree, chief executive, said yesterday that all expenditure plans remained under review.

Lasmo also unveiled sweeping changes to its accounting policy, resulting in a £220 million write-off against previous years' profits. The principal change is a switch to so-called "successful efforts" accounting, which requires Lasmo to write off unsuccessful exploration costs immediately, instead of capitalising expenditure and depreciating it over the life of reserves.

The company has also deferred tax relief on successful exploration and appraisal expenditure, reducing 1991 profits by £59 million, and revised the way in which it accounts for Lasmo Canada, which is no longer fully con-



Greentree: under review

solidated but treated as an associate company.

The changes follow damaging criticism of Lasmo's use of full-cost accounting, which gives a short-term boost to profits. This criticism undermined confidence in the company and resulted in a downgrading of its shares during the Ultramar bid battle, from which they have not recovered. Enterprise Oil, of a comparable size to Lasmo, has always used successful efforts accounting.

Mr Greentree said the main reason for the accounting change was to bring

Lasmo into line with oil and gas companies of a similar size.

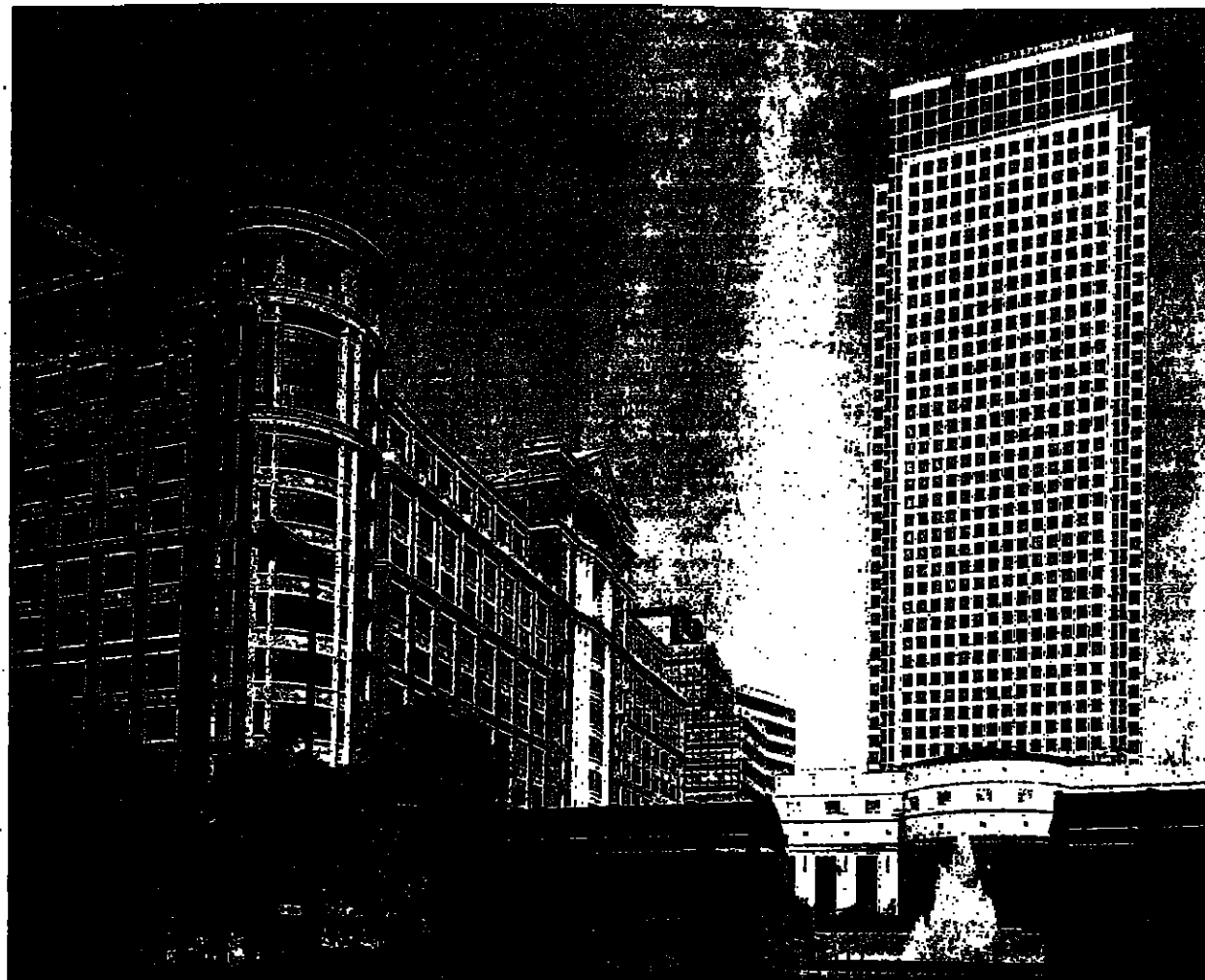
The changes, combined with the impact of lower oil prices, left Lasmo with a net income of £17.9 million in 1991, compared with £37.9 million in 1990, restated from a reported £81.5 million after the accounting changes.

Earnings fell from 9p a share to 3.4p, leaving a maintained total dividend of 8.5p uncovered. The company said it remained committed to increasing future dividends but this would depend on growth in oil and gas prices.

"None of us envisage any startling recovery," Mr Greentree added.

Lasmo shares closed 1p lower at 203p after briefly falling below £2. During the bid, the shares peaked at 321p.

Despite record production of 85,200 barrels of oil equivalent per day, sales fell from £333 million to £281 million, reflecting a lower average oil price of £11 a barrel, down from £22.3. There was an operating loss of £5.5 million, against profits of £19.6 million. Pre-tax profits fell from £48.8 million to £28.8 million.



Underground station in jeopardy: Canary Wharf, Docklands, Europe's biggest offices and retail development

## Kingfisher sounds note of caution

By JONATHAN PYNN

THE green shoots of economic revival are not yet visible in the shopping centres and high streets of Britain, according to Geoffrey Mulcahy, the chairman and chief executive of Kingfisher, the Woolworth, Comet and B&Q retailing group.

Announcing a 3 per cent increase in profits before tax and exceptional items to £221.8 million for the year to February 1, he said, trading conditions in the retail market would remain tough for the rest of the year. "My overall impression is that there is no significant indication of any upturn in consumer confidence," he said.

Despite the note of caution, the shares were marked up 5p to 485p on better than expected results for last year. Earnings per share were ahead by 2 pence to 31.6p, and the total dividend for the year was increased by 7 pence to 13p after announcing a final dividend of 9p (8.4p).

The strongest performer was the Woolworth chain, which benefited from improvements in warehousing and from a £14 million reduction in working capital.

Comet, the electrical goods chain, reported a 20 per cent increase in profits to £9.1 million and Superdrug saw profits rise marginally to £54.6 million. Charwell Land, the property development subsidiary, produced development profits of £1.9 million (£11.6 million).

A net exceptional profit of £5.9 million (£37.2 million) included £20.6 million of property disposal profits and £14.7 million of costs for restructuring of Comet and the Titles video hire chain.

Capital expenditure in the year fell from £100 million to £60 million. Strong cash generation last year allowed Kingfisher to reduce net debt from £231 million to £119 million, with gearing cut from 24 to 11 per cent.

Tempos, page 22

## O&Y troubles could scupper Canary Wharf station plan

By MICHAEL DYNES, TRANSPORT CORRESPONDENT

PLANS to build the £1.3 billion extension to the London Underground Jubilee line will have to be changed drastically if Olympia & York, the troubled Docklands property developer, is unable to contribute £400 million to the cost of the new line, it emerged yesterday.

Unless the government bridged the funding gap, London Underground would have to slash the costs of the project. Although the route is fixed, any shortfall in funding could lead to the cancellation of some stations along the route, including plans for one at Canary Wharf, Docklands, Europe's biggest office and retail development.

Doubts over the future shape of the line extension, which is intended to run from Green Park to Stratford in east London via Canary Wharf, emerged after O&Y announced it had begun negotiations with its creditors over its debts, estimated at

about US\$20 billion. O&Y had agreed in principle to contribute £400 million to the cost of the scheme in 1989, when Cecil Parkinson, the then transport secretary, announced the government's intention to back the project. It is understood, however, that O&Y's commitment is being "re-evaluated" as part of its debt reorganisation.

London Underground, which secured parliamentary authority to build the new line earlier this month, is still waiting for O&Y to sign an agreement committing it to a £40 million contribution to the cost of the extension at the end of March, another £60 million in 12 months, and the balance of £300 million when construction is scheduled for completion in 1996.

Design work for the line has been completed, and London Underground is ready to let the first construction contract. Work will not begin, however, until Mal-

colm Rifkind, the transport secretary, has given the scheme final approval, which is unlikely before the election or while funding doubts remain.

Fears for the future of the line extension, which is intended to link central and east London via Green Park, Westminster, Waterloo, Southwark, London Bridge, Bermondsey, Canada Water, Canary Wharf, Greenwich, Canning Town, West Ham, and Stratford, will be particularly acute in Southwark and Bermondsey, whose stations could be put in jeopardy.

O&Y's commitment to shoulder some of the capital costs of the line was originally heralded by ministers as an example of the scope for recruiting private sector capital for public sector transport projects. Any attempt by O&Y to back away from its undertakings will, therefore, be an embarrassment to the present government.

## Maine-Tucker

Recruitment Consultants

## ARE YOUR IMPORTANT IDEAS GOING TO WASTE?

"Is it because you just have not got the time to act on them?"

"Then... isn't it time you thought seriously about getting yourself a 'Business Assistant'?"

"You will not only be helping yourself to concentrate on matters at the 'top end' where you (and only you) are best, but once you have someone competent at your side, the sheer breadth of business you can now handle will mean that your company has the definite advantage over others."

"There is only one recruitment firm who specialise in bespoke Business Assistants, recruited to your exact specifications, and that is Maine-Tucker Recruitment."

"Don't let any more important ideas slip by, pick up the telephone and instruct us to come and see you about finding you your own Business Assistant."

"To underline the quality of our Search, we always guarantee each Business Assistant for 3 months - A 100% refund cover."

18-21 Jermy Street, London SW1Y 6HP. Telephone 071 734 7341

## SNC wins £15m over Ferranti deal

By NEIL BENNETT  
BANKING CORRESPONDENT

SMITH New Court, the broker, has won more than £15 million in damages from Citibank, after a High Court judge decided that the American bank had deceived it into buying a £23 million block of Ferranti shares three years ago.

Mr Justice Chadwick found Citibank liable for fraudulent misrepresentation and has awarded damages of £10.8 million to Smith and interest charges of nearly £4 million. Citibank has also been ordered to pay three-quarters of Smith's legal costs, estimated to be £1 million.

In July 1989, Christopher Roberts, a Citibank vice-president, sold Smith 28 million shares in Ferranti at £2.25p each saying there were two other buyers interested, Citicorp itself and Acritalia, an Italian defence company. In reality, there were no other bidders. The shares were security on a loan to James Guerra, a former Ferranti deputy chairman, but

were sold when he defaulted. During the case, the court heard that two days before the transactions Mr Roberts had been told he was going to be dismissed as head of Scitongour Victor, Citibank's stockbroking subsidiary but had still been left in charge of realising the security on Mr Guerra's loan.

Soon afterwards, Ferranti's share price collapsed after a massive fraud was discovered in the group. Smith was forced to sell its shares at between 49p and 30p. The loss depressed the group's profits that year.

Last year, in Southwark Crown Court, Mr Roberts was acquitted of criminal charges of making false and misleading statements to induce Smith's employees to buy the shares.

Sir Michael Richardson, chairman of Smith, said he "could not be happier with the verdict", and said the money would appear as an exceptional item in this year's accounts.

In his judgment, however, Mr Justice Chadwick criticised two Smith directors

Tony Abrahams, the head of dealing and Geoff Lewis, the head of international dealing, for trying to mislead the jury in the earlier criminal trial.

In court earlier, Anthony Grabher, QC, the counsel for Smith, rejected claims from the criminal trial that company staff had fabricated evidence.

The thrust of what was said was that witnesses' evidence was a parody of the truth," he said. "We will demonstrate that description is a nonsense."

Sir Michael said he also rejected the suggestion. "The directors do not believe this is justified. They know their colleagues to be men of the highest integrity. The judge held that Mr Roberts deceived them and Smith New Court into purchasing the Ferranti shares," he said.

A spokeswoman for Citibank said it was "very disappointed with the judgment." The judgment is a final blow for the bank that has since pulled out of equity dealing in the City, due to heavy losses.



# French subsidiary helps Hepworth ride recession

BY NEIL BENNETT

The group was saved from a more serious decline by strong growth in its European markets.

The profit contribution from Saunier Duval, which the group bought for £154 million in 1990, rose 74 per cent to £22.9 million. Hepworth is maintaining its final dividend at 9.35p, to make an unchanged 14.85p.

Hepworth, where John Carter is the new chief executive, was rescued from a far worse performance thanks to its decision five years ago to diversify from its traditional ceramic piping business. Professor Sir Roland Smith, the chairman, said that the group had been transformed into a successful European company.

Turnover in continental Europe grew 37 per cent to £255 million, but in Britain fell 16 per cent to £410 mil-

fell 10 per cent to £419 million because of the slump in the construction industry. Hepworth made strong gains in most European markets especially Spain where sales nearly doubled to £46 million because of heavy demand for gas boilers.

Profits in the building products division fell 39 per



### New face: John Carter becomes chief executive as the group targets Europe

ness, and in European markets, particularly Germany. Hepworth's home products division recovered towards the end of the year to increase profits by a tenth to £16.8 million, despite a 20 per cent fall in sales of garage doors, its main product.

The group continued to cut costs and shed 700 jobs during the year. It spent £30 million on new plant and equipment, however, and

bought LPS/CPE, a French refractory maker, for £6.3 million in January last year, which contributed £1.1 million to profits. Strong cash flow helped to reduce net debt £6.5 million to £57.5 million.

Mr Lemon said there were slight signs of an improvement in the housebuilding market but not in commercial property. Hepworth would continue to develop its business into Europe.

**BUSINESS ROUNDUP**

**BSN lifts dividend as profits advance**

BSN, the French food group and one of victors in the battle for Perrier, reports a 26.5 per cent rise in net income to Fr3.91 billion for last year. The rise was partly due to non-recurring provisions and the Fr3.1 billion sale of the Pommery and Lanson champagne brands to LVMH. The final dividend goes up from Fr13 to Fr14.50, making Fr21.75 (Fr19.50). There will a one-for-ten scrip issue in August.

BSN will soon add another famous name. Volvic mineral water, to its large portfolio of brands, which includes HP Sauce and the Kronenbourg and Peroni beers. The Fr3 billion acquisition of Volvic comes as part of a deal with Nestlé to divide Perrier after the French mineral water group succumbed to Nestlé's hostile bid earlier this week.

Pre-tax profits advanced by 2.8 per cent to £18.1 million in the year to end-January, compared with £17.6 million in the group revenue ahead 2000, or 1.2 per cent to £55.9 million. America continued to be the group's dominant market, accounting for about 57 per cent of sales.

Paul O'Grady, the chairman, said that the group was aiming to be in a good position to take advantage of the expected business upturn.

He added: "If the uptur occurs and is reflected early enough in our marketplace we would hope to achieve substantial earnings growth for the year as a whole."

The group's cash balance increased by £10.6 million to £10.9 million, with interest income up from £1.15 million to £1.66 million. Diluted earnings rise from 65.9p to 83.1p, although the board is continuing its policy of not paying a dividend.

Adam Page, at County West, expects current pre-tax profits to rise to 2.8 million.

The shares, which have enjoyed a meteoric rise aided by American demand, firmed to £22.23, against last year's low of 71½p. About 40 per cent of the equity is in American hands.

## GKN expands in Asia

GKN, the engineering group, is expanding its activities in automotive driveline systems manufacturing through the establishment of a joint venture company in Malaysia. The venture will supply constant velocity driveshafts to south-east Asian markets. Under the terms of the venture, the group will invest up to M\$10 million (€2.25 million) in starting the company, to be known as Asian Driveshaft. GKN will initially own 50 per cent, reducing its interest to 40 per cent with the participation of non-Malaysian shareholders.

## Bunzl sells to Arjo

## Blick places shares

**BLICK** is raising £3.7 million through a share placing with institutional investors at 325p a share. The issue has been fully underwritten by Kleinwort Benson and the broker to the placing is Kleinwort Benson Securities. The funds will be used to acquire portfolios of rental and maintenance contracts for electronic equipment. A number of potential acquisitions are under consideration and negotiations are currently taking place for the purchase of one portfolio in particular.

**THE TIMES TRUST INFORMATION SERVICE**

[illegible]



# Southern EC states expected to resist transport reforms

FROM TOM WALKER IN BRUSSELS

Lord Brabazon, transport minister, will encounter stiff resistance in Brussels today from southern European Community states wanting to hold on to their transport monopolies after January 1.

In general, Britain and its northern Community neighbours back the European Commission's plans to open up air, road and maritime transport markets in the 1993 internal market so that Community companies can operate services wherever they want in the EC.

In air transport, Community governments have recog-

nised "fifth freedom" rights, which come into effect for airlines from Jan 1. These will allow, for example, British Airways to fly from London to Paris, collect passengers and fly on to Rome.

Britain wants this principle extended so that BA can operate services from Paris to Rome, regardless of any connecting flight from London. This "seventh freedom" is opposed by France and southern states, but diplomatic sources in Brussels say agreement on this measure is likely by the end of the year.

More contentious is the idea that BA should be able to fly from London to Paris and then on to a domestic French destination such as Marseilles — a process known in Community jargon as consecutive cabotage. This, along with full cabotage, where BA could simply start its own domestic services within France, are anathema to the Mediterranean countries with strongly protected national airline monopolies.

The Netherlands and Ireland support Britain on cabotage, but Germany is reluctant to accept the commission's proposals to the fullest extent. It says short-haul domestic flights should be curtailed because of the environmental damage they cause.

Commission sources are sceptical that this could be a thinly veiled excuse for protectionism, but German officials say increasingly busy airports such as Frankfurt need to give up domestic slots to international services and

encourage travellers to switch to the German rail network.

Ministers will also discuss extending fifth and seventh air freedoms to Sweden and Norway at today's meeting.

In road haulage, a similar North-South divide exists, although Germany is in the southern camp. An experimental cabotage scheme has operated in the Community for two years, with 1,200 cabotage permits available for British hauliers wishing to bring goods back after a trip to continental Europe.

Officials say only 40 per cent of the permits, available from the Department of Transport in Newcastle, have been used, but that this is because haulage companies need the flexibility to decide whether they want to pick up a load in continental Europe when they get there, and cannot be expected always to plan ahead.

Most British hauliers that have experimented with cabotage have been drawn by the lure of the German market, where there are statutory rates for transporting goods. The government says it is nonsensical for Germany to keep minimum charges in the haulage market because that defeats the idea of cabotage — to offer more competitive rates.

Germany is reluctant to restructure its road haulage industry until other states impose higher taxes on hauliers. It says the high road charges charged on its trucks would put other Community companies at an advantage in a deregulated market.

## Frogmore takes legal action

FROGMORE Estates, the property group, is taking legal action against BCPH, a private company controlled by the Berger family that took over Land Investors for £74 million.

David Wilmut, Frogmore's finance director, refused to comment on the nature of the claim. Frogmore's interim results yesterday showed that the company has spent £503,000 pursuing it.

Last year, Land Investors went into liquidation with liabilities of more than £300 million, including £100 million owed to it by BCPH, which was wound up last May. Frogmore said pre-tax profits were doubled to £4.3 million for the six months to end-December. The interim dividend rises 6.25 per cent to 3.4p.

## Page pays out

Michael Page Group, the recruitment agency, is maintaining its dividend despite a 27 per cent fall in pre-tax profits to £3.52 million in the year to end-December. The final dividend is being maintained at 1.2p, giving shareholders an unchanged total of 1.8p for the year. Earnings are 3.75p a share (4.71p).

## News Corp

The News Corporation, the Australian international media group that owns The Times, has raised US\$300 million in ten-year zero coupon exchangeable subordinated notes through News American Holdings, its main American holding company.

## Medeva leaps

Medeva reported a 317 per cent rise in pre-tax profits to £16.7 million (£4 million) in 1991, doubled the year's dividend to 1.5p a share, and established a joint venture in Spain.

Tempos, page 22

## Cookson goes on with restructure

BY COLIN CAMPBELL

COOKSON Group, which 18 months ago nearly sank under the weight of debt, has set aside £11 million out of 1991 pre-tax profits to cover a further series of rationalisation measures.

The programme, which should largely be completed in the first half of 1992, will affect between 200 and 300 jobs, though none in Britain.

Cookson says it will trim operations and close down and consolidate various sites in America, and in Europe it will cut back on certain ceramics activities.

The group cut total gearing (including convertible preference capital) from 82 per cent to 51 per cent in 1991, and aims to bring it down to the mid 30 per cent level in 1992.

Cookson yesterday reported pre-tax profits of £34 million for the year to December, compared with £97 million earned in 1990, on turnover

of £1.31 billion (£1.94 billion).

There was a similar £5 million charge in 1991 against operating profits for redundancy and rationalisation, and a £19 million (£31 million) charge as an extraordinary item in 1991, taken below the profits line. This covered the costs of several business closures. Net interest charges fell from £73 million to £25 million.

After taking account of rationalisation charges, net earnings were 1.8p a share (12.5p). The group is maintaining its final dividend at 3p, making an unchanged 6p a share for the year.

The total Cookson headcount was 13,000 at end-December, against 15,000 a year previously. This may fall to 12,000 in 1992. Cookson's restructuring in the past two years has had a significant adverse effect on shareholders' funds, but the March 1991 rights issue helped put shareholders' funds at £425 million at 1991 balance sheet date, against £418 million at end-1990.

Fergus Munro, finance director, says that though 1991 results reflect the severity of the recession, better trading was evident in the second half of 1991 and "we believe we are now on the mend".

## Austrian pulp group sells stake

MINORCO, the Luxembourg investor in international resources, Anglo American Corporation, the South African mining company, De Beers Centenary, the diamond group, and Mondri, the South African paper concern, are paying \$190 million for a 44.4 per cent stake in Frantschach, the Austrian pulp and paper group.

In the year ended last June, Frantschach reported turnover of £1.03 billion and pre-tax profits of \$12.9 million. It employs 6,000, and is privately owned by an Austrian family.

The 44.4 per cent investment will be held by Mondri Europe, in which Anglo holds 46 per cent, Mondri 5 per cent, Centenary and associates 28 per cent and Minorco 21 per cent. The \$1.025 billion cash injection, being financed from outside of South Africa, will be invested directly into the company, the consortium said.

In November 1990, the consortium bought from Frantschach a 49 per cent stake in Neusiedler company, of Austria, one of Europe's biggest producers of photocopy and business forms.

The consortium says the latest acquisition is a further step in establishing a substantial European forest products base.

## City surprised by speed of Barratt recovery to £2.5m

BY MATTHEW BOND

BARRATT Developments is back in the black. Eight months after the return of Sir Lawrie Barratt, the housebuilding group's founder, the company has reported pre-tax profits of £2.5 million for the six months to December.

The profits were a pleasant surprise for the City, which had expected Barratt to take longer to recover from the £106 million loss it reported in September.

Barratt's return to profit means that Sir Lawrie will again receive a regular pay cheque. When he took over from John Swanson as chairman last July, Sir Lawrie undertook not to receive his £220,000-a-year salary until the company was making a profit again. Now Barratt had been restored to profit, Sir Lawrie said, he would be paid for the full period since his return.

The shares jumped 8p to 65p as Sir Lawrie said that group debt had fallen to £97 million since he took over, reducing balance sheet debt to £108 million and gearing to 63 per cent. A further £25 million of debt is held off balance sheet.

"We have made extremely good progress since the major restructuring that took place last July," said Sir Lawrie.

During the half year, the company sold 2,128 new houses at an average price of about £81,000.

Although the group as a whole returned to profit, Barratt is still losing money in the south of England and in California, where 203 homes were sold during the half year.

Losses, however, are considerably reduced in both cases, with the £3 million operating loss in the south of England comparing with a £17 million loss in the same period a year ago. The Californian operation produced a pre-tax loss of £3.8 million. This compared with the £6.3

million profit made by the British operation overall.

Since Sir Lawrie took over, six subsidiaries have been closed and the group's workforce has been cut from 2,500 to 2,000.

Sir Lawrie said he believed that the house price correction had now run its course and that the conditions for a revival of the housing market did exist. Despite the return to profit, there was no interim dividend (3.21p). But Sir Lawrie said the restoration of dividends was one of his main priorities now that profitability had been restored.

Tempos, page 22

## COMPANY NEWS

<b>LAMBERT HOWARTH</b> Pre-tax: £3.28m (£2.86m) EPS: 39.3p (31.1p) Div: 8.5p, mkg 12.5p	<b>Final results.</b> Last time's total dividend was 11.25p. Exceptional deduction of £320,000. Turnover rose to £48.5m (£45.7m).
<b>DOLPHIN PACKAGING</b> Pre-tax: £3.03m (£3.17m) EPS: 10.59p (10.89p) Div: 2.8p, mkg 4.5p	<b>Final results.</b> Last time's total dividend was 4.3p. Sales fell to £27.8m (£28.1m). Net interest charge cut to £376,000 (£851,000).
<b>BRIDPORT-GUNDRY (Int)</b> Pre-tax: £172,000 EPS: 1.66p (1.12p) Div: 1.5p (1.5p)	<b>Comparative figures are restated.</b> Last time's profit was £168,000. Turnover fell to £13m (£18m). Net exceptional gain of £140,000.
<b>ORIEL GROUP (Fin)</b> Pre-tax: £2.81m (£2.11m) EPS: 13.11p (11.15p) Div: 3.2p, mkg 5p (4.5p)	<b>Income rose to £12m (£8.76m).</b> Extraordinary debit of £297,000. Action taken will give solid platform for growth.
<b>PRESSAC HOLDINGS</b> Pre-tax: £605,000 EPS: 1.53p (3.9p) Div: 0.75p (0.75p)	<b>Interim results.</b> Last time's profit was £1.15m. Turnover declined to £16.4m (£17.8m). Exceptional charge of £169,000.
<b>RICHARDSON WEST</b> Pre-tax: £1.78m (£2.21m) EPS: 5.88p (6.19p) Div: 1.7p, mkg 2.9p	<b>Final results.</b> Last time's total dividend was 2.75p. Sales rose to £45.4m (£40.8m). Company said the market remains flat.
<b>GIBBS &amp; DANDY (Fin)</b> Pre-tax: Loss £754,000 EPS: 6.9p (8.2p) Div: Nil (nil)	<b>Last time's loss was £757,000.</b> Turnover fell to £23.5m (£26.1m). Exceptional costs of £348,000. Outlook is uncertain.
<b>ASPEN COMMS.</b> Pre-tax: £1.7m (£4.1m) EPS: 8p (21.1p) Div: 2.2p, mkg 4.9p	<b>Final results.</b> Last time's total dividend was 8.1p. Exceptional debit of £440,000. Turnover was £55.5m (£62.8m).
<b>TOWN CENTRE SECS.</b> Pre-tax: £3.31m (£3.01m) EPS: 2.21p (2.01p) Div: 1p (0.9p)	<b>Interim results.</b> Gross rental and investment income rose to £8.39m (£7.61m). The Leeds office development is now complete.

## THE TIMES

### BUSINESS TO BUSINESS

APPEARS EVERY FRIDAY

TELEPHONE DAVID GERMAN

071-481 1982

OR FAX: 071-782 7828



Bleak outlook: Sir Michael Colman, chairman of Reckitt &amp; Colman, sees no sign of end to recession

## Reckitt posts an increase in profits

BY JON ASHWORTH

RECKITT & Colman, the food and household products group, saw pre-tax profits rise 7.3 per cent to £235.2 million to £252.3 million in spite of lacklustre world trading performance.

A final dividend of 9.55p (8.7p) makes a total of 15.1p (13.5p) for the year, a rise of 11 per cent. The group has almost fully absorbed Boyle-Midway, the American household products and toiletries group, which it bought for \$1.25 billion in March 1990.

Additional financing for the deal has prompted net interest charges to more

than double from £17.45 million to £40.3 million.

Sir Michael Colman, the chairman, said that there was no sign of an end to the recession in Britain and America. Sales had suffered, but the inclusion of Boyle-Midway with its Woolite detergent and Wizard air fresheners had added extra revenue.

North America contributes 30 per cent of group sales but only 18 per cent of trading profits. Raising margins in America is now a priority, and the group is spending substantially more on marketing new products and "reinvigorating" existing ones. Reckitt &

Colman's brands include Dettol disinfectant, Lemsip, and Harpic lavatory cleaner.

Continental Europe contributes 26 per cent of sales and the UK 18 per cent. Operations in Latin America and Australasia add 10 per cent each and the group's South African division contributes 6 per cent.

Vernon Sankey, who succeeded John St Lawrence as chief executive in January, said the group intends to focus on organic growth rather than expanding by acquisition. The purchase of Boyle-Midway was its largest ever.

Australasia like North America, has been badly af-

ected by recession, but there are signs of growth in South-East Asia, where sales of Dettol and Disprin, in particular, have taken off.

Political uncertainty and high inflation has affected operations in South Africa. The group disposed of its wet baby foods and pet food operations there last year.

Latin America has been relatively stable with the exception of Brazil, which has proved disappointing. Mexico showed strong performance.

The group is selling its American spice and seasonings operations, subject to approval by the federal authorities.

## Defence cuts hit US orders of durables

FROM JAMIE DETTMER IN WASHINGTON

A SLIGHT decline of 0.1 per cent in orders to American factories for durable goods last month, led by a substantial plunge in the defence sector, was greeted with disappointment yesterday by the Bush administration.

White House officials were quick to argue, though, that a 19.4 per cent fall in defence equipment orders accounted for most of the bad news in the February figures released yesterday by the United States Commerce Department. Non-defence durable goods orders rose a modest 1.3 per cent.

Most economists here believe that the February figures continue a series of monthly increases and decreases in which no clear trend has yet been established. The Bush administration had been cheered by a 2.4 per cent increase in January durable goods orders and had cited it as a further sign of economic recovery. In December, orders plunged 5 per cent.

Last month, shipments of durable goods, a measure of current production, were up 2.9 per cent, the tenth increase in 11 months.

But there was a 2.4 per cent fall in non-defence capital goods orders. These orders are a gauge of industry's plans for expansion and modernisation. Orders for industrial machinery and equipment fell 1.4 per cent in February after rising 5.9 per cent in January. Primary metals orders rose 7.9 per cent. Orders for electronic and electrical machinery fell 1.9 per cent after a 5 per cent decline in January.

In advance of the commerce department's report, Martin Fitzwater, the White House press secretary, turned away questions about whether the economy has enough momentum to guarantee recovery.

"The economic statistics are still embryonic, and not many economists are predicting exactly how this is going to play out. We'll just have to wait and see," he said. But other indicators suggested that the economy is rebounding. Sales of existing homes surged 9.3 per cent in February, the steepest gain in six years.

According to the National Association of Realtors, there were more than 3.5 million sales, the highest rate since April 1986. Home sales rose in all regions, although the biggest increase, 17.9 per cent, was recorded in the west. "In most areas of the nation, the housing market appears to have settled on a course of recovery," said Dorcas Hellifant, NAR's president.

Because your wife has a separate tax allowance, we have provided a separate coupon.

This Rothschild Money Funds may be of particular interest to married couples seeking a mutually tax-efficient investment service. For details, call free on 0800 124 314 or send the coupon. (It doesn't matter which one.)



## THE ROTHSCHILD MONEY FUNDS

The Rothschild Money Funds are Guernsey AI authorised and UK Recognised Collective Investment schemes. Rothschild Asset Management Limited is a member of IMRO and LAUFR. Investors should be aware that an investment in a foreign currency will expose the investor to foreign exchange fluctuations relative to sterling.

To: The Marketing Department, Rothschild Asset Management Limited, Freepost KP6918, London E14 4ED. Ref: A11 021.

Title: \_\_\_\_\_ Initials: \_\_\_\_\_  
Surname: \_\_\_\_\_  
Address: \_\_\_\_\_  
Postcode: \_\_\_\_\_

To: The Marketing Department, Rothschild Asset Management Limited, Freepost KP6918, London EC4A 4ED. Ref: ATT 002.

Title: \_\_\_\_\_ Initials: \_\_\_\_\_  
Surname: \_\_\_\_\_  
Address: \_\_\_\_\_  
Postcode: \_\_\_\_\_

## EC launches Perrier deal enquiry

FROM TOM WALKER IN BRUSSELS



Sir Leon: sceptical

THE European Commission yesterday said it had "serious doubts" about the takeover by Nestlé, the Swiss food group, of Source Perrier, and launched an enquiry into the deal.

The taskforce of Sir Leon Brittan, the competition commissioner, is sceptical of a move that has left Nestlé as the world's largest mineral water group, with more than 50 per cent of the French market. "You've got just two companies dominating an expanding market," said a commission source. "We can't yet say what the implications of this are, but our initial thought is that there are serious competition problems."

The worldwide mineral water business is growing at between 5 and 10 per cent a year, and analysts say profit margins in the sector are as high as 20 per cent.

The only deal blocked so far by Sir Leon's task force was last year's bid for De Havilland, the Canadian plane maker, by the Franco-Italian ATR group. Commission sources refused to draw parallels between the two.

Nestlé will have room for

manoeuvre if the commission does block the deal because it could sell parts of the Perrier water empire to reduce its share of the French and EC markets.

Nestlé has already agreed to sell Perrier's Volvic to BSN, and Perrier's other saleable interests include Ashbourne and Buxton Spring in Britain, Vichy in France, and Arrowhead and Poland Springs in America. Nestlé itself also owns Vittel.

Caves de Roquefort, the Prince of Wales's favourite cheesemaker, could change

hands as Nestlé looks to finance its deal. Analysts believe Perrier's 56 per cent stake in Roquefort could be worth Fr700 million.

Under EC merger laws that took effect in 1990, the commission has four months to approve the takeover, veto it, or approve it with modifications. Restructuring could well be the final solution for the Perrier takeover, Sir Leon has made it clear he prefers to correct competition problems this way rather than by blocking mergers altogether.

Sir Leon Brittan has said Brussels will try to make cross-border bank transfers cheaper and quicker by "a cumulative, not a big bang, approach."

Unveiling his "users' charter" that aims to ensure banks take notice of the grievances of small businesses and individual customers, Sir Leon gave several examples of bank charging incompatible with the EC's single market.

In one, a colleague bought a book in Luxembourg with a Belgian cheque for 213 francs; the final cost to him, after bank charges, was 524 francs.



**Young for You**



## Lonrho needs a different rally

Today's annual meeting of Lonrho does not promise to be much like the usual triumphal shareholders' rally starring Tiny Rowland, the charismatic chief executive who, over 30 years, turned a small colonial relic into a conglomerate that spans four continents, features strongly among Britain's hundred most valuable companies and became the most prominent and visionary enterprise in Africa. Lonrho has almost always been controversial; scares have hit its shares at regular intervals. Over the past six months, however, things have gone badly wrong.

Blow has followed blow in worrying succession. Key figures have departed, profits and dividends have tumbled and a question mark now hovers over one of the group's most profitable businesses. The confidence of big investors, built up despite enduring scepticism over the past few years, has evaporated. Lonrho's market value has crumbled from £1.6 billion to £670 million. This month its long-term debt has been relegated to below investment grade by the Moody's credit rating agency and its shares have even been ejected from the FT-SE 100 share index.

The latest share price tumble really started with an event far beyond Lonrho's control — Robert Maxwell's death at sea last November. The shock wave of sentiment against other companies dominated by a single secretive tycoon soon hit Lonrho. Mr Rowland, a connoisseur of fallen entrepreneurs, even toyed with the idea of buying Mirror Group Newspapers. Harsher reality was to follow. It soon became clear that Lonrho needed to sell rather than buy, even though more domestic profits could do wonders to its tax liabilities.

Mr Rowland seems to delight in teasing the City. He could hardly have annoyed the markets more on January 23 if he had tried. At noon, Lonrho announced the profitable sale of its stake in Kühne & Nagel, sending its shares up 13p to 167p. After the Stock Exchange officially closed, Lonrho revealed pre-tax profits for the year to end September down a quarter to £207 million and that its dividend, the main attraction to investors, was being cut sharply. That sent its shares back down as low as 115p. Unlike most leading groups, Lonrho does not reveal much detail in its preliminary profits statement, leaving investors and analysts to scrutinise the small print in its annual report more than almost any other. They found, a month later, that £33 million of the reduced profit came from property sales, that mining profits had disappointed and that British profits had crumbled to £19 million. Mr Rowland, now 74, relies on delivering the goods to shareholders to justify his eccentric corporate style and to disarm enemies ranging all the way from Edward Heath to Norman Tebbit. That attracts little sympathy if performance lapses.

Paul Beaufort, of James Capel, estimates that Lonrho's portfolio of assets might still be worth £3 a share, treble the share price, if they could be readily sold. Since net debt was recorded at £1.1 billion, cash flow is not strong and the market expects first-half profit to be extremely low without disposal profits, this is likely to be tested. A clutch of Scottish newspapers and American oil properties have recently gone. Shareholders may be expecting something more to be announced today. Desultory discussions have been reported over Western Platinum, the group's finest asset, with its South African partner Gencor as well as over cash raising from Ashanti gold mines and the Princess luxury hotel chain. The future of Lonrho's British Volkswagen concession looks limited.

To Mr Rowland's fans all this may seem petty compared to that pan-African vision, which finally seems in tune with the times. Sadly, Lonrho itself looks destined to be a one-generation creation.

Mark Raddcliffe, of the CBI, says the UK can become an even more important player on the international stage

If the United Kingdom could win an extra 1 per cent of world trade, increasing manufactured exports about £10 billion a year, we would eliminate our trade deficit and build the foundations for economic recovery and sustainable long-term growth. That is the prime target set by the Confederation of British Industry's national manufacturing council. Is it achievable?

Those pessimists who argue that the UK is a third-rate industrial power that no longer manufactures anything of consequence clearly think not. But consider the reality. The UK has roughly 1 per cent of the world's population, produces 4 per cent of world output and sells 5.6 per cent of world exports.

It is in the top six largest industrial economies, along with America, Japan, Germany, France and Italy. The latest export figures show manufactured export volumes at an all-time high: late last year they overtook those of France for the first time in decades. UK exports per head of population are 40 per cent higher than Japan and about double America's. Our share of the main manufacturing countries' exports rose from 7.9 per cent in 1985 to 8.7 per cent in 1990, reversing forty years of steady decline.

Growth in UK value added per employee in the Eighties was second only to Japan. About 4 per cent of all companies in the world are British owned. The UK has 45 industrial companies in the world's top 500, compared with only 30 each for France and Germany. Six of Europe's top ten companies are British. These are not the attributes of a third-rate industrial power.

So what has to be done to take Britain higher up the world league and to make sure many more of our companies compete effectively with the best in the world?

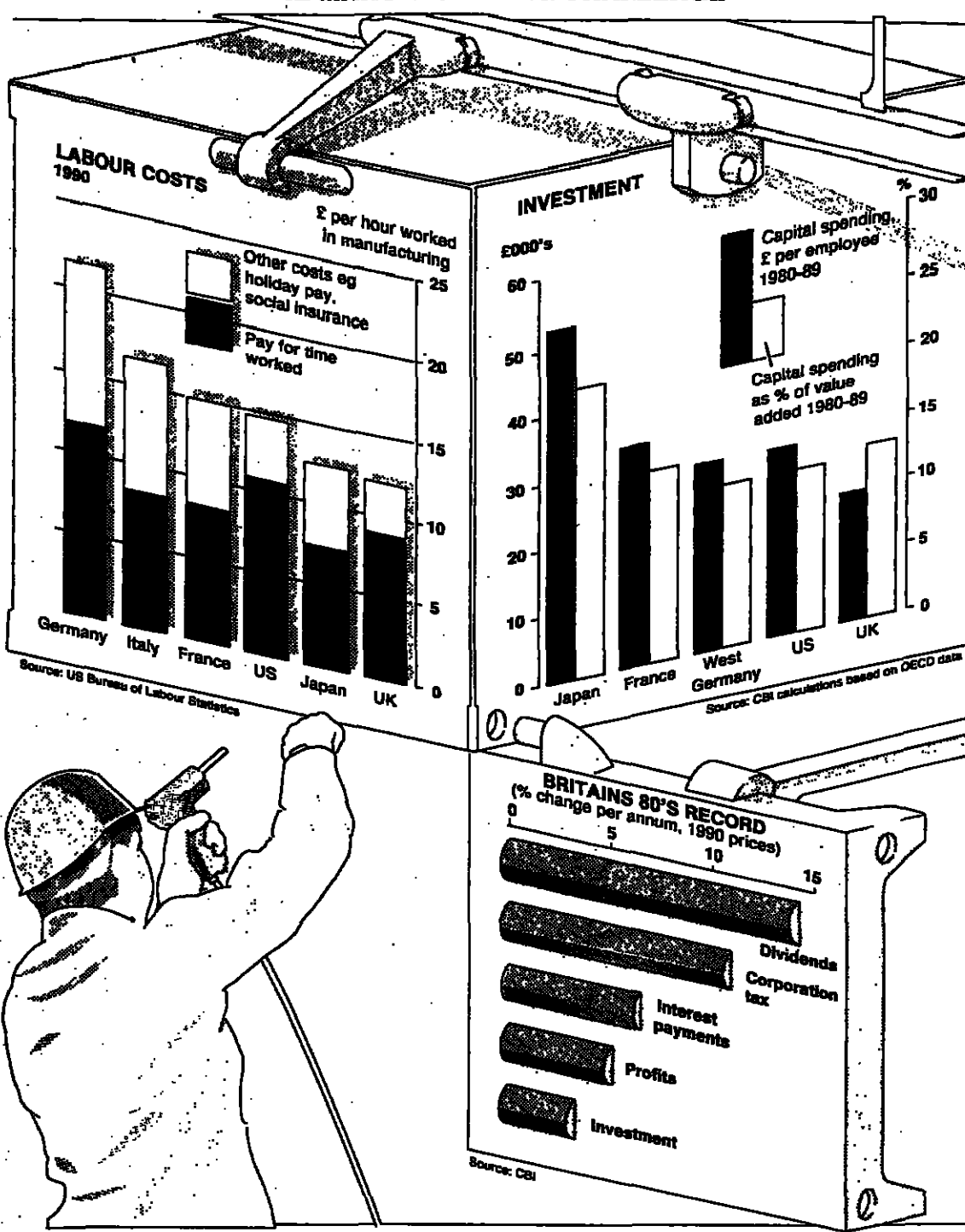
We need to double annual spending on plant and machinery, from just under £2,000 to about £4,000 per employee (at current prices) by the end of the decade, to put investment on a comparable level with Japan, France, Germany and America. We must invest more in the transport system to cut the cost of traffic congestion, currently about £15 billion a year. Productivity must rise more than the 5 per cent a year achieved during the Eighties, particularly among companies employing fewer than 500 people, where the value added for every employee is much lower on average than that achieved by larger companies.

Indeed, we must bring the average level of productivity in British companies up to that of the world's best if the UK economy is to be truly competitive and successful.

Manufactured goods account for half of all consumer purchases

# British industry must improve standards to beat world's best

## THE MANUFACTURING CHALLENGE



(worth £176 billion) and 63 per cent of exports (worth £85 billion). An efficient supply chain is essential if manufacturers are to satisfy customers' requirements for high-value, quality products.

The CBI is promoting the concept of successful supply chains through a joint initiative with the trade and industry department on partnership sourcing. This seeks to ensure customer and supplier co-operation in building a long-term relationship for the supply of well designed, high-quality products at an agreed, competitive price. All companies need to have a continuing dialogue with their suppliers and customers to ensure the necessary resources are committed to the success of the chain. The process depends on mutual trust in the ability of each party to deliver. The ultimate supplier could be a multinational company

selling in intensely competitive global markets. For it to retain a competitive edge in product quality and delivery, its suppliers of goods and services must also produce to first-class world standards.

This commitment to quality is understood by the many manufacturers of components for the motor industry who are having continually to upgrade quality levels.

Quality has been improving throughout industry and 14,000 establishments have been accredited to BS5750, the guidelines for establishing a management quality system approved by the British Standards Institution.

The need to raise the standards of smaller suppliers, particularly those trading only in the home market, is also vital. On average, the tradition-

al smaller firm, employing fewer than 200 people, invests for every employee about three-fifths of what is invested by firms employing more than 1,000 people. Yet together the smaller firms account for about 32 per cent of total UK sales compared with 36 per cent for the larger companies.

Innovation needs to percolate through the supply chain. Potential is fully realised only when each supplier continually improves his product range rather than simply producing to previously agreed specifications. The ultimate supplier must feed market and product research back so that his suppliers can respond to constantly changing consumer demands and market conditions. For some goods, a three-month delay in responding to customer requirements can eliminate up to 30 per cent of profits or

even lose a market altogether. Prime responsibility for meeting the price, quality and performance standards of the world marketplace lies with Britain's 150,000 manufacturing companies; but both government and the financial community can help.

Government must ensure a stable economic climate, with low inflation, steady and sustainable growth and a fiscal system that encourages investment. The costs of a volatile economic cycle can be seen in the present recession with machine tool orders 40 per cent down on their 1989 peak and motor vehicle sales down 25 per cent.

An equitable tax base and fair regulatory environment in the UK and the European Community are essential if British manufacturers are not to be disadvantaged. The enlargement of our "home" market with the move to a single European market of 360 million consumers at the end of this year offers new opportunities.

However, there is an underlying challenge. About 70 per cent of UK exports now go to western Europe, more than 50 per cent to the Community. The bad news is that the Community's share of world trade is falling.

Over the past ten years, it has declined from 26 to 21 per cent because customers in America and Third World markets have regarded European exports as too expensive and not as satisfactory as products from elsewhere. This is no time for the extensive interference of the EC social action programme, which will only lead to higher unemployment, especially among young people. It is competition and competitiveness — not regulation — that create wealth. Financiers need to provide funds that serve the interests of their customers in industry and provide a return to their shareholders. Investors need to take a long-term view to provide support and stability in the securities market.

All this is no more than enlightened self-interest. Manufacturers showed that between 1985 and 1990 they could achieve a return on capital that was more than 2 per cent higher than non-manufacturing companies; and, aware, export-orientated manufacturers have come through the recession better than many had dared hope — 1991 manufacturing profits were better than in any single year in the supposed golden era of UK manufacturing, and only about 15 per cent (in real terms) below this all-time peak.

The prizes are there for the winning. Success depends on a clear vision, with strategic targets backed by a strong, well trained management team and workforce committed to ever improving productivity and quality. There is no reason why Britain should not rise significantly higher in the world industrial league. The challenge is not just to compete with the world's best. We have to be better still.

The author is deputy director-general of the Confederation of British Industry.

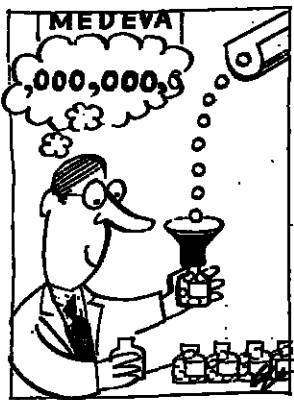
## THE TIMES CITY DIARY

### Good cause with a twist

IF Rupert Hambro, managing director of JO Hambro and one of the best-connected bankers in the City, asks you to support his latest cause — the £500,000 The City Gives Tommy a Hand appeal fund — your cheque, personal or corporate, had better be forthcoming. If not, the public at large will be indirectly informed. "It's not meant to be strong-arm tactics," says the eloquent Old Etonian. "In fact, some people suggested that we should publish an advertisement in the national press, listing those who had refused their support, but we decided that that would be pushing our luck." Instead, he and his fellow campaigners, Stephen Smith, of Bankers Trust, and James Nelson, of Foreign & Colonial, will publish a list of those who have supported the cause, the implication being that any prominent individual not on it will be conspicuous through absence. The £500,000 will be raised by way of an "offer for sale" and will form part of the £5 million Tommy's Campaign — patron the Duchess of York — to build a new National Centre of Excellence in Fetal Health at St Thomas's Hospital in London. Appropriately, given the nature of the cause, they have given themselves nine months to complete the deal.

### Horse trading

WHO said times were hard? The Stock Exchange. Dramatic and Operatic Society has raised a total of £50,100 for its Grand National sweep-



stake on April 4, and yesterday it drew the names of the ticket holders for the big day. Of the 72 potential runners, 40 are expected actually to run. The lucky SE member with the winner's ticket stands to gain £20,000, the runner-up £10,000, while anyone holding a ticket for a horse that actually makes it on to the course will pick up £160. For 30 or so non-runners will receive a payout of £50 each.

### Going for broke

LONDON Global Securities is determined to raise £10,000 for the Cancer Research Campaign. So determined, in fact, that just two weeks after the London Marathon it will submit two of its brokers to a second gruelling physical ordeal in the shape of Fitness '92, a multi-discipline sports competition involving running, rowing, swimming and weight-lifting, which LGS is staging at the Barbican Health and Fitness Centre in London on April 25. Ray Hainsby, aged

29, and Chris Clark, aged 26, are both confident that they will have recovered from the marathon in time to enter the Barbican event, a confidence that may have something to do with the fact that neither has subjected himself to a marathon before. Jane King, aged 24, is the third member of the team. Other stock lending firms with athletes equally confident of their physical prowess can put their teams to the test by contacting Mike Hiard at LGS. Teams must comprise two men and one woman and the entry fee, which goes to Cancer Research, is £250 per team.

### No cover up

THE front cover of a promotional pamphlet published by the corporate finance division of Touche Ross has been circulating with great speed among accountants in rival firms, and its circulation has been causing — among accountants at least — something of a stir. The cover features an international league table of accountancy firms, ranked according to total deal value in 1991, with another table listing "financial advisers" similarly. Touche Ross, which credits Corporate Money with compiling the tables, is ranked third in the first one and sixth in the second. Fine so far, except that brackets alongside the Touche Ross name indicate that, in 1990, it had been top of the first table and fourth in the second. "Hardly something we would want to shout about," says an amused competitor.

CAROL LEONARD

### Overshoot remedies

From Mr Ian Amstad

Sir, In your front-page article on March 17, "Labour leads the way," your political editor referred to the muted City reaction to John Smith's budget proposals, and Labour's disadvantage in not being able to rely on privatisation proceeds.

However 1993/94 is when the fun really begins, because only about £1 billion of privatisation receipts are on stream, and the government's projection of a deficit of £32 billion assumes £5.5 billion of privatisation proceeds. This alone implies that the PSBR could easily rise to £36-£37 billion under Labour.

Moreover, this is not the end of the story, because the economic forecasts in the government's Budget statement are widely believed to be optimistic. If recovery is postponed or aborted, the revenue base will be further undermined and borrowing will overshoot by even more.

The risk under a Labour government is that base rates will have to rise if the markets decide to test John Smith's commitment to sterling's ERM bands. This in turn could hit confidence, delay recovery, and lead to an unsustainable rise in borrowing in 1993/94.

Labour would then be faced with having to raise everybody's taxes and/or devalue sterling. If Labour wants to win credibility quickly and relatively painlessly, it should consider handing over the running of monetary policy to the Bank of England. Yours faithfully,

IAN AMSTAD, UK Economist, Bankers Trust Company, 1 Appold Street, Broadgate, EC2.

### German monetary unification affects all Europe

From Professor P. Newman

Sir, British monetary arrangements need serious political discussion and are not getting it. Under the workings of the exchange-rate mechanism (ERM) the severe but "local" shock of German monetary unification has saddled most of its ERM partners with real interest rates that are appropriate not for their own sagging economies but for that of Germany. Moreover, as monetary policy in Germany confronts its continued involvement in Eastern Europe and the Balkans, these ERM-induced deflationary forces in the rest of Western Europe are likely to continue indefinitely.

Both short and long-run prospects for British output and unemployment are therefore grim, in contrast to the reviving economies of America and Australasia. While real interest rates remain so crippling high, it is improbable that the limited deficit financing possible under

ERM will prove more than a palliative, in spite of all the talk about "recovery".

One obvious and justified response to Germany's unification by her partners would have been to devalue against the mark. Since in recent years the ERM has in effect moved from a pegged to a *de facto* fixed exchange rate regime, agreement on such a move has always seemed unlikely.

Another response would be to press more rapidly towards full economic and monetary union (EMU), on the grounds that a fully fixed-rate system, where the European Central Bank would be influenced by economic conditions in all the EMU countries, would be less deflationary than the present *de facto* fixed rate ERM led by Germany. The trouble with that solution is that, as shown by current debate there, Germany would quite naturally demand major political and economic concessions to compensate for relinquishing the

very real advantages of her monetary independence within the ERM.

Finally, Britain could leave the ERM altogether and let sterling float, thus unlocking monetary policy to bring about the greatly needed fall in real interest rates. Without strong and creative domestic monetary leadership, however, that response faces the real risk of a return to the long dreary decades of post-war Little Englandism, when incompetence and complacency were paid for by continual inflation and devaluation. Even the present ERM-induced stagnation might be better than that.

All the main parties in this election seem complacently content with the Treasury view on these vital matters. Analogy with the 1925-31 period is distressingly apt. Yours faithfully,

PETER NEWMAN, Barnhouse, Whiteway Farm, Church Knowle, Wareham, Dorset

### Essential cocktail

From Mr C. E. Payne

Sir, An interesting landmark was reached yesterday (March 20) when for the first time the Dow Jones index ended more than 800 points ahead of the FT-SE 100 index. On the face of it, this disparity would indicate a less optimistic attitude to economic recovery here than in America.

Hardly reassuring if you consider America's view of its present economic state. But I would suggest that it also indicates the lessening of the ability to recover, and illustrates, therefore the loss of critical mass in the British economy in comparison with our American and European trading partners.

To remedy this, we need both new and sustained investment and the atmosphere to inspire the confidence to invest. I wonder which of our two main political parties will be able to produce this essential cocktail. Yours truly,

C.E. PAYNE, 8 Monmouth Road, W2.

### The government is still not doing enough to prevent another pension fund scandal

From Mr Henry F. Bear

Sir, The renewed demand by MPs for action by central government to prevent a repeat of the Mirror Group Pension Fund scandal, generously covered by you (leader March 10), Jill Sherman, Political Correspondent, and Sean Hand still fails to emphasise sufficiently the basic weakness of the financial services system.

Reportage over the months has led us to believe that plc funds, also, had been transferred to private off-shore companies owned by Robert Maxwell. The appalling fact

is not that "someone at the top" flied both pension fund and plc securities, but the ease with which it was possible to effect the fraud — a loophole provided by the nominee system of share registration. Sean Hand touches briefly on this point, when referring to the proposed Taurus system and the "Un-certified Securities Regs. 1992" which, we are told, still call for no evidence of trustee status to be attached to a nominee holding.

Thieving, regrettably, there will always be — a frailty of human nature. The greater the stakes, the greater the temptation, though not the justification. The control system should make it difficult, not easier.

Mr Hand reports also that in 1990 31.4 per cent of all quoted securities belonged to pension funds, so it would seem that fund managers had some say in the creation of Taurus and the government legislation. Yet we still have a Securities Regulation from Westminster, ready for 1992/3, which not only perpetuates the loophole through which securities were stolen — the nominee system — but,

if the Stock Exchange has its way, will enlarge the hole by putting all quoted securities into nominee names to simplify (sic) bargain settlement. The City's brainchild, the Government's legislation. The only genuine tears are those of the pensioners.

Private investors, who may also be "battered" pensioners, and who have not been consulted about Taurus, would be well advised to "be wary of the bull". Yours faithfully,

HENRY F. BEAR, Clare Cottage, Brede, East Sussex.







# London and HK to sign Jardine listing deal

FROM LULU YU IN HONG KONG

THE Hong Kong Stock Exchange plans to sign an agreement with the London exchange on the regulation of Jardine Matheson Holdings, the first Hong Kong group to shift its primary listing to London out of concern over the colony's return to China in 1997.

When the Bermuda-incorporated British "hong" establishes a primary listing in London and a secondary listing in Hong Kong later this year, it will be subject to securities regulation in both cities. The Hong Kong and

London exchanges will sign a memorandum of understanding, stating in particular that Jardine would continue to abide by takeover rules in Hong Kong.

Nigel Rich, Jardine's managing director, said yesterday that the company had satisfied all requirements for a secondary listing in Hong Kong, and was awaiting final approval from the Hong Kong authorities before seeking shareholders' approval in April.

He announced record profits for 1991, with the group's net earnings rising 18 per cent to US\$270.8 million. There was also an extraordinary gain of US\$90.5 million arising from the flotation of JIB in London and the sale of properties in Hong Kong.

Jardine Pacific, Jardine's unlisted Hong Kong subsidiary, performed particularly well, boosting its profit 31 per cent compared with 1990.

JIB had an encouraging year despite the upheavals in the London insurance market.

The group's listed associates — Dairy Farm, Hong Kong Land and Mandarin Oriental — all of which are seeking a primary listing in London, posted mixed results, with the retail and hotel arms reporting declines in profits.

Jardine's earnings per share rose 14 per cent to US\$48.15 cents, and the net asset value per share was US\$3.06, up 15 per cent from 1990.

A final dividend of US13 cents per share will be paid, making a total of US16.4 cents per share for the year, up 15 per cent.

Henry Keswick, chairman, said the group had an excellent cash flow and a strong balance sheet but did not make any earnings forecast for this year.

"The early months have been quite encouraging and we are confident about Jardine Matheson's future," he said.

## Burn Stewart says forecast is on target

By COLIN CAMPBELL  
BURN Stewart Distillers, the independent Scotch whisky distiller that came to the stock market last November after a placing at 140p a share, says it is on target to meet a year-end pre-tax profits forecast of £10.3 million.

In its first interim report, the company shows pre-tax profits of £4 million for the six months to end-December on turnover of £19.4 million, compared with £3.9 million on £18.9 million previously. Gearing, which was 250 per cent ahead of flotation, is now down below 50 per cent.

Bill Thornton, the chairman, said that trading in the second half should improve and margins would benefit from lower cost whiskies laid down in earlier years. Flotation proceeds have cut bank borrowings.

There is still pressure on trading because of tough economic conditions, but the company has repeated its pre-listing pre-tax profits forecast of £10.3 million for the year to end-June. As announced previously, there is no interim dividend although Burn Stewart intends to pay a final dividend. The shares traded at 146p.

## Adsteam will pay up after investigation

FROM REUTER IN SYDNEY

ADELAIDE Steamship said it would pay associate David Jones A\$3 million after an investigation into the share dealings of both companies in 1985 and 1986.

The Australian Securities Commission alleged in December that John Spalvins, former Adsteam managing director, and Michael Kent, the former finance director, had breached fiduciary duties over an agreement with an American stockbroker to deal

in the shares. George Haines, Adsteam chief executive, said a company investigation had found that all profits from the share trading were received by Adsteam. Mr Haines added: "Messrs Spalvins and Kent received no personal benefit whatsoever. As a result of the investigation, Adsteam will credit the account of David Jones with the sum of A\$3 million."

The ASC said that Mr Spalvins and Mr Kent had agreed with the broker, Jefferies, that Jefferies would, on the advice of Adsteam or David Jones, buy or sell shares in the two companies. It said payments of up to US\$3.9 million may have been made by Jefferies to the credit of a non-resident United Kingdom company beneficially owned by members of the Adsteam group.

A spokesman for the ASC said the action against Mr Spalvins and Mr Kent under the Companies Code had begun in December, but had not yet gone through the courts system.



Spalvins: 'no benefit'

## Recovery in Scotland likely to be 'modest'

By OUR CITY STAFF

RECOVERY from the current "persistent and lengthy" recession is unlikely to become apparent before the second half of the year, according to Scottish economists.

But the economy is still showing clear evidence of escaping the worst effects, said the Fraser of Allander Institute, an economic research body at Strathclyde University.

"By January, the rate of unemployment in Scotland was indistinguishable from the UK average, an event which has not occurred in more than a generation," the institute said in its quarterly economic commentary.

From March 1990 to January this year, Scottish unemployment rose 13 per cent, compared with a UK rise of

62 per cent and an increase of 128 per cent for south-east England.

The Budget of Norman Lamont, the Chancellor, was clearly designed to boost the economy, said the commentary. "However, the measures may not be enough to prevent Scotland from suffering some of the adverse consequences of a recession which will not go away easily."

Its latest forecast for Scottish output suggests a "very modest" rise of 0.2 per cent this year.

But the commentary also says: "The forecast assumes that the favourable circumstances which have resulted in Scotland outperforming the UK during the course of the recession will unwind as recovery begins."

## Mieno holds out against urgent Japanese rates cut

By COLIN NARBROUGH, ECONOMICS CORRESPONDENT



Cool customer: Yasushi Mieno pauses while defending his stand yesterday

YASUSHI Mieno, governor of the Bank of Japan (BoJ), yesterday kept up his lone resistance to an urgent cut in Japanese interest rates, dismissing widespread fears in business and government that the economy is in danger of stalling.

A finance ministry survey on Tuesday, which showed business corporate confidence at a five-year low, followed government figures confirming that the economy stagnated in the final quarter. The depressed state of the Tokyo stock market has also been a source of official concern.

A senior official in the ruling Liberal Democratic party told Reuters yesterday that the BoJ might not cut its official discount rate until late next week, but said there was no doubt that the central bank had already decided in principle last week to cut the rate. The official, who had expected an easing this week, said the monetary authorities had been unable to agree on the timing and size of the cut.

But Mr Mieno, speaking at one of his regular news conferences, showed no signs of yielding to the clamour for rate cuts. "There is little possibility that the economy

will abruptly lose momentum as the government's fiscal 1992 budget will be implemented shortly," he said.

Although he indicated he was unaware of the content of the stimulative package the government is expected to introduce next month, he said it would be better to combine fiscal and monetary measures. But he underlined the central bank's independence when formulating monetary policy, reiterating that the bank is still monitoring the effect of the interest rate cuts last year.

The BoJ last cut its official discount rate in December. The financial markets have been expected a further half point cut to 4 per cent in recent weeks, but mounting fears about the severity of the slowdown have raised hopes of a bigger cut, probably by three quarters of a point.

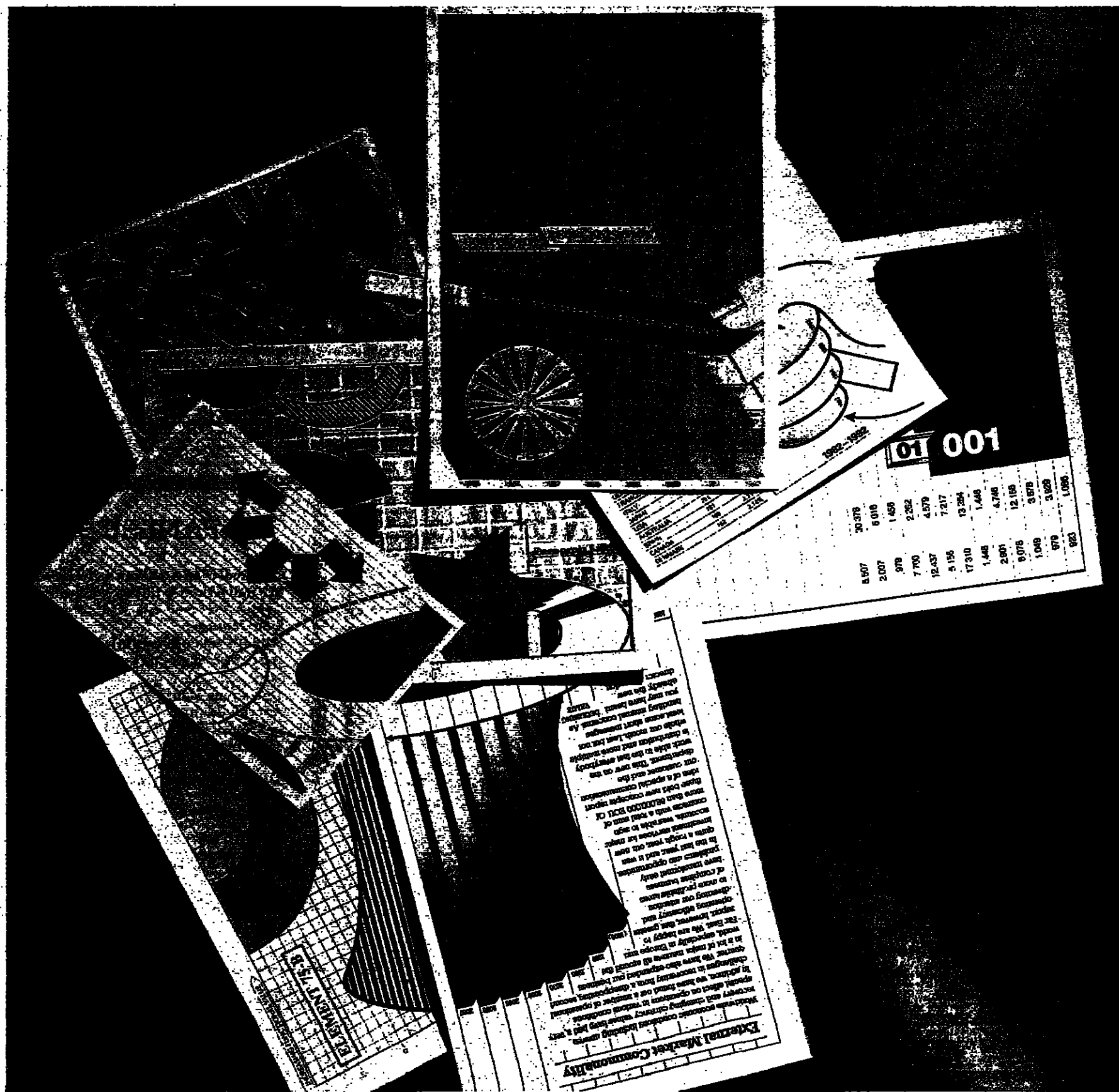
Robin Marshall, chief economist at Chase Investment Bank, said Mr Mieno's continued resistance to calls for a rate cut reflected the gradualist stance he had taken so far. "But the risk is that the Japanese economy faces a hard landing, which will lead to the BoJ then having to do too much too late," Mr Marshall saw

shades of a "moral campaign" by Mr Mieno for monetary rectitude amid the recent financial-political scandals.

Mr Mieno argued that the slowing economy, while hitting the corporate sector hard, was simply adjusting to a position of sustainable growth with low inflation after growing too fast in the past. He saw the tight labour market and increased housing construction as signs that the downturn was not too severe, even though other indicators show weakness.

He dismissed suggestions that Japan's low money growth was hampering the economy. Broad money growth slowed to a record low in February for the third successive month, with a year on year rise of 1.6 per cent, according to preliminary figures. Mr Mieno said the annualised 0.2 per cent fall in the gross national product in the final quarter last year was no surprise, as the BoJ had predicted it. He acknowledged the slowdown had some peculiar features, such as the collapse of the "bubble economy", which could worsen balance sheets in the financial sector.

## Now, right before your very eyes, new HP DeskJet and ScanJet with colour.



Ladies and Gentlemen. It gives us very great pleasure to introduce the Hewlett-Packard DeskJet 500C!

Renowned throughout the world as the leading exponent of inkjet technology, giving laser-quality output (300 dpi) on plain paper and transparencies in black and white.

Now the new HP DeskJet 500C can perform an amazing new trick never seen before.

With Windows 3.0 applications you can simply switch the black ink cartridge for a colour ink cartridge et voilà - stunning colour to dazzle colleagues and impress clients.

Word processing, spreadsheets and basic graphics for documents and presentations can be transformed into colour as if by

magic. And just as easily turned back into black and white.

Our next trick requires the assistance of the new HP ScanJet IIc.

This can now assist you to scan both black and white and colour images or text and can then be easily incorporated or edited into documents and presentations.

You don't like the colour? Don't worry, there are over 16 million shades to choose from that can be changed with less effort than it takes to wave a magic wand.

Even if your work is predominantly black and white, you're still spoilt for choice as there are 256 grey scale levels to enable you to match magazine quality.

But both black and white or colour printing and scanning from Hewlett-Packard have one thing in common. The quality will be so good you won't believe your eyes. And neither will your customers.

To bring a little magic to your documents and presentations, please call us on (0344) 369222.

**HP HEWLETT  
PACKARD**

THE POSSIBILITY MADE REALITY



071-481 4481

## ACCOUNTANCY &amp; FINANCE

071-481 9313  
071-782 7828

## THE ROYAL LONDON HOMOEOPATHIC HOSPITAL

Position: Treasurer/Director of Finance and Information Systems

Salary: Spine Point 14, plus Inner London Weighting and PRP

In preparation for NHS Trust status from 1 April 1993, a challenging new post has arisen at Board level at the RLHH to develop and provide a strategic direction for the finance and information systems function. As part of the senior management team you will contribute to the general policy making of the hospital and be expected to give strong financial leadership to the Board and Management.

To meet these challenges you must be a qualified accountant with 3-5 years post qualification experience and have practical knowledge of computer based accounting systems. You will also need to demonstrate a track record of positive achievement in financial management and accounting at a senior level. Energy, drive, commitment and evidence of leadership and good interpersonal skills. Health service experience is desirable but not essential.

For an informal discussion, application form and information pack, please contact Susan E Osborne, Chief Executive, The Royal London Homoeopathic Hospital, Great Ormond Street London WC1N 3NR. Telephone: 071 837 8833.

Closing date for applications - Monday 6 April 1992.



## THE SCOTTISH OFFICE

CHIEF EXECUTIVE, PENSIONS AGENCY  
up to £37,755 plus bonus

The Scottish Office Pensions Agency is being set up as an executive agency within The Scottish Office under the Next Steps arrangements. The Agency is expected to be launched by Autumn 1992.

As Chief Executive you will be responsible, within the terms of a framework document, for all the activities of the Agency, which will take over the function currently performed by The Scottish Office Superannuation Division, including in particular the administration of the NHS and teachers' superannuation schemes in Scotland and certain other minor schemes. These schemes have 80,000 current pensioners and 230,000 members. 10,000 pension awards are made each year. The Superannuation Division is staffed by 166 civil servants and costs £5m pa to run.

For this challenging post, you will be expected to demonstrate managerial skills, an ability to promote and implement change and an ability to lead and motivate staff. It is desirable, though not essential that you should have had experience of pensions administration. The appointment is for a limited period of 4 years with the possibility of extension subject to satisfactory performance. The successful applicant will be expected to take up post as soon as possible.

Salary will be up to £37,755, more may be available for an exceptional candidate. The Chief Executive will also be eligible for performance related bonuses.

For an application form (to be returned by 16 April 1992) and further information contact Miss Christine Carlin, The Scottish Office, Personnel Division, Room 408, 16 Waterloo Place, Edinburgh. EH1 3DN Telephone 031 244 3805

Interviews will be held in Edinburgh.



An Equal Opportunity Employer.

GD 1368 3/92

RADIO  
LOLLIPOPFINANCIAL  
CONTROLLERfor Children  
in Hospital

Salary negotiable Surrey

The major charity for children in hospital, with stations throughout Britain and, now, overseas, has an opening for a bright enthusiastic, part qualified accountant to manage all aspects of the organisation's financial function.

The candidate should have a minimum of two years experience at a similar level in a small, busy environment and sound hands-on knowledge of both manual and computerised accounting systems.

Excellent communication skills, high energy levels and dedication are essential attributes for this challenging role which goes beyond the financial sphere.

Please send a curriculum vitae to our advising consultant: Sue Sheriker, Baker Tilley Management Consulting, 2 Bloomsbury Street, London WC1B 3ST.

## RECEIVERSHIP • INSOLVENCY • CREDIT

## MANAGERIAL POSTS

Davies Kidd specialise in the recruitment of professional staff to the Chartered Accountancy profession throughout the UK. Current urgent vacancies include:-

**CREDIT MANAGER SURREY £30,000 + Car**  
Large accountancy firm seeks qualified Credit Manager for Business Development role within its Corporate Recovery and Insolvency Department. Must have extensive experience of standing meetings.

**INSOLVENCY MANAGER N.WEST TO £37,000+ Car**  
Career opening in expanding Insolvency Department of a major Accountancy firm for an ACA, aged 27-35, with around 5 years experience of Receiverships, Investigations and Liquidations. Excellent long term prospects.

**RECEIVERSHIP MANAGERS NATIONWIDE £25 - 80,000+ Car**  
A variety of opportunities within independent, national and international firms for recently qualified ACAs with at least 2 years current experience of Receivership and investigation work. Locations include London, Birmingham, Chester, Oxford, East Angles, Leeds, Manchester, Reading and others.

For further information on these or other opportunities available please contact Jeff Davis or Christopher Kidd on 071-353-4212 (days) or 081-478-6140/61-681-1648 (evenings & weekends). Alternatively write to them at Hamilton House, 7 Temple Avenue, Victoria Embankment, London, EC4Y 0HA, Fax 071-353-0612.

DAVIES • KIDD  
Public Practice Recruitment SpecialistsST PAUL'S CATHEDRAL  
ACCOUNTANT

The successful candidate will be aged 30 plus, hands on, fully computer literate, used to working under intense pressure, have a proven track record with sound all round and extensive accounting experience. A full accountancy qualification is not a requirement, although membership of the Association of Accounting Technicians or equivalent would be an advantage. Salary is £22,000 plus generous contributory pension scheme. Application and 2 pages maximum CV, marked "Strictly Private" - Addressed Only - to Financial Controller, Chapter House, St. Paul's Cathedral, London EC4M 8AD. Closing date 10 April.

RECRUITMENT CONSULTANTS  
£ EXCELLENT

We specialise in placing experienced Recruitment Consultants. If you have a history of achievement in any recruitment discipline we would like to hear from you. Our client base is extensive and offers many opportunities for motivated, ambitious individuals who feel frustrated by the limited scope within their current organisation. Call us, in strict confidence, on 071 438 1197 (daytime) or 081 508 9687 (evenings/weekends). Alternatively, fax us your CV on 071 851 9930.

WATERS • MAJOR ASSOCIATES  
The Recruitment & Recruitment SpecialistsCHARTERED  
ACCOUNTANT  
OXFORDSHIRE

A farm management company directly managing 40,000 acres throughout the UK requires chartered accountant to produce clients accounts and supervise all office functions, including bulk buying/selling, insurance, etc. Country office. Oxford 2 miles. Further information from J L Garson or Jane 086 735 774.

## HONG KONG/CHINA

Fluent in Cantonese/Mandarin? This Top 5 firm seeks 2 outstanding ACAs with upto 2 years PQE to develop an ever increasing portfolio of clients. Initially on a 2 year contract, you will be groomed for Senior Management. The roles range from Corporate Finance & Audit to Tax, Rat P.G. An ideal opportunity to join this ambitious company. REF: J.G.

Brian Ingram Associates, 70/71 New Bond Street, London, W1Y 9DE  
Tel: 071 240 3550.

## EASTERN EUROPE

Our client, a major European market-led retail and marketing group are experiencing rapid growth in Eastern Europe and require local language speakers to control business in Poland, Hungary & Czechoslovakia. You will be a strong financial manager with good relevant experience. Attractive remuneration. This is an ideal opportunity to join this ambitious company. REF: J.G.

## SUMMER ON THE MED

Mark Warner, a leading Tour Operator requires qualified or part qualified accountants to manage the finances in our Beachclub Hotels from late April to October. Fluency in French is an advantage. Benefits include full board, travel expenses and use of watersports facilities. For an application form please ring our Personnel Department on 071 937 4622.

FINANCIAL CONTROLLER  
/ACCOUNTING MANAGER

U.S. based software company requires senior person to manage computerised accounting function in London office. Position reports to Managing Director. Duties include overall responsibility for day-to-day accounting function, monthly statements, cost control, budgeting and cash flow analysis and control. Position requires 10+ years successful accounting experience and industry/supervisory experience. Salary £25,000 plus benefits. Please send C.V. to: A.T.L. Ltd, PO Box 274, London WC1B 6DL.

ALL BOX NUMBER REPLIES SHOULD  
BE ADDRESSED TO:BOX No. ....  
c/o THE TIMES  
P.O. BOX 484,  
VIRGINIA ST.,  
LONDON E1 9DD

## CHIEF ACCOUNTANT

Volac, a progressive, private company with sales in excess of £30m to the agricultural supply industry, has a vacancy for an experienced Chief Accountant. Responsible for all management and financial accountancy functions, the job holder will achieve the highest professional standards as much through skilled leadership of a dedicated team of staff, as through broad experience and qualifications. Volac's head office is in a pleasant rural location, seven miles south west of Cambridge.

Applicants with appropriate qualifications and management experience should send a full curriculum vitae in confidence to:-



The General Manager  
Volac Ltd Volac House  
Fisher's Lane  
Orwell Royston Herts SG8 5QX

## FINANCIAL CONTROLLER

North London

£25,000 - £30,000 + Car

Ramus Holdings p.l.c. is the leading national distributor of ceramic tiles, bathrooms and kitchens, in the UK with a turnover in excess of £80m. It operates through a network of regional trading depots. Due to a recent acquisition, a qualified Accountant is required to develop the role of Financial Controller, based at the Head Office in North London, reporting to the Finance Director.

## The Role

- Production and review of monthly management accounts, six monthly forecasts and budgets.
- Involvement in statutory accounts and treasury management.
- Development of accounting systems.
- Regular financial analysis exercises.
- Responsible for all departments within finance function - a team of 20 people, and their development.

## The Requirement

- Qualified Accountant with minimum of 5 years commercial experience. Age range 30-40.
- Excellent communication skills; ability to liaise at all levels.
- Computer literate: able to react under pressure: well organised.
- Self-motivated, confident and ambitious; commercially aware.

Please reply in writing, enclosing full c.v. to:-

Mrs H. Jeffery, Ramus Holdings p.l.c., Palace Road, London, N11 2PX

FINANCIAL  
CONTROLLER

Qualified Chartered Accountant (25 - 30) required as Financial Controller for a medium to large sized wholesaling company based in the Midlands. Experience of the cash and carry confectionery industry essential. Treasury skills required. International experience an advantage. Must have comprehensive Lotus 123 skills to be able to prepare management and financial accounts. Experience in the preparation of group accounts also essential. Immediate start required.

Salary circa £22,000.

Reply with CV to:

A Scragg  
Company Secretary  
R E & B Hancock Limited  
Belton Road West  
Loughborough  
LE11 0TR

## Product Manager - Emerging Markets

Working within a busy and successful Department, the focus of this role will be to establish and develop an integrated unit for the trading and distribution of all equity products in the world's emerging markets - specifically South America, Africa and India.

Working closely with our investment banking department the candidate will be responsible for developing relationships with companies and brokers in the local markets. The candidate will already have an established track record with major UK and European institutional clients and will also have responsibility for arranging distribution of the product through our global branch network. The candidate must have a detailed knowledge of the trading and settlement practices of the various markets.

The ideal applicant will probably be educated to MBA level, have several years experience in a large, international investment bank and have had at least five years experience in these particular markets.

Please send your CV and details of remuneration to Box Number 7929.

## JAPANESE SPEAKERS

On behalf of an American software house, we are seeking two individuals to fill key roles within their Tokyo office.

**Sales Manager** £65,000  
For this position fluency in Japanese, derivatives experience and sales background essential.

**Operations Manager** £35,000  
As well as fluency in Japanese, candidates must have experience of operations management from within a finance or IT environment.

Please contact Jonathan Wren on 071-623 1266.

Jonathan Wren & Co. Limited, Financial Recruitment Consultants  
11 New Street, London EC2M 4ET  
Telephone 071-623 1266 Facsimile 071-626 5259

JONATHAN WREN EXECUTIVE

## RESERVATIONS MANAGER

A CHALLENGING ROLE FOR A  
SENIOR HEALTHCARE PROFESSIONAL

The Lister Hospital is a modern 100 bedded private hospital, with an enviable reputation for excellence in medical and nursing care.

Key responsibilities will be to liaise with Consultants and Hospital staff, ensuring that beds and theatre bookings are efficiently co-ordinated and to support the Director of Nursing with specific initiatives designed to promote the Hospital.

The successful candidate must have a healthcare background, along with a sound knowledge of medical terminology and familiarity with computer systems. The ability to work calmly and to deadlines, whilst presenting a professional image are of equal importance.

In addition to a competitive salary, our benefits package includes free private health insurance, interest free season ticket loan, performance related bonus and contributory pension scheme.

To apply, please submit a full Curriculum Vitae to: Mrs C. Wynter, Personnel Manager, The Lister Hospital, Chelsea Bridge Road, London. SW1W 8RH

Closing date 6.04.92

St M

THE LISTER  
HOSPITAL

## FINANCIAL ANALYST/ACCOUNTING ASSISTANT

Needed for London office providing services to international commercial group of companies.

The person sought should have the appropriate educational background and professional experience, good references and preferably be between the ages of 25 and 35.

Financial analytical ability, reliable accounting skills and the initiative to work independently required.

Salary and terms, negotiable. Office located in Knightsbridge. Please send CVs with references to: Orla Byrne, 37-39 Cheval Place, London SW7 1EW.

Very Senior opportunity for lady/gentlemen with, direct sales or party plan experience. Motivate/Training ability essential. Generous financial programme. New company (0262) 401265 M.D.

## INTERNAL &amp; COMPUTER AUDITORS

Vacancies UK Wide.  
(You must have an internal Audit qualification)  
Call Mike Garlick on 071 253 8413 (till 8pm)  
or send CV to: MIBA, Rocco House  
251 City Rd, London EC1V 1LA

PQ ACCOUNTANT  
ACCA/CIMA

Boasting a 25% growth p.a. for 3 consecutive years this go-ahead company are seeking a dynamic accountant to their 20%. Responsibilities include financial and management accounting. Every assistance to complete your studies is given to ensure rapid promotion. £15,500 - £18K + Fantastic ben incl. sports club. Call Carol Connolly 081 466 1616 (24 hrs R.Cons)

## Manager/Tax P.A.

required by Partner in medium sized firm of Chartered Accountants in the West End. Applicants should be ACA/ACCA with tax experience. Excellent salary and prospects. Applications by C.V. only to: S. Lamb, Awerbach Hop, 58/60 Berners Street, London, W1P 4JS.

## GRADUATE

Exc. opp. for Grad. with 21 University Degree to train into tax. Call David Boden on 071 242 0680 SAP (Rec Cons)

Chance  
spectre

Ruling out

Kiding  
Carou



# ACCOUNTANCY TIMES

## Chancellor conjures up the spectre of Christmas future

David Ward looks at the implications for the tax accountant of moving the Budget to December

The Chancellor opened his Budget speech by announcing a change in the established pattern of managing government finances. Instead of announcing government expenditure plans each November and then having the Budget in March, he would, in future, do both in December.

As both Labour, the Liberal Democrats and many independent commentators have suggested similar changes, it seems safe to assume that this proposal will go through regardless of the outcome of the election; indeed Neil Kinnock said as much in his immediate reply to the Budget.

Although we may speculate whether the change will actually make much difference to the economic management of the country, it will certainly change the work patterns of the tax accountant.

For complex historical reasons, the control of the state's income from taxes and duties is constitutionally vested in Parliament, but the control of expenditure is the responsibility of government, with Parliament merely being able to accept or reject its proposals. This dichotomy is at the heart of the existing system.

Each November, the government's expenditure plans give quite detailed figures for the financial year starting the next April, and also outline plans for the next two or three years. The March Budget then deals with tax revenues, but for the next year only.

The Budget, apart from covering such matters as the level of tax rates, can also range from minor technical amendments to restructuring of the entire tax system. Changes may take effect from Budget day, sometimes earlier where loopholes are being blocked, although the legislation to bring them into effect may not be known in its final form until the summer when the new Finance Act receives the royal assent.

This must happen no later than August 5, otherwise taxes cannot be collected. There is little effective parliamentary control over government expenditure and, because of the secrecy that attends the



whole budgetary exercise, members of Parliament are excluded from detailed economic debate until after the main policy decisions have been taken. As costs and benefits of particular economic options are independently planned over different time-scales, the interaction of tax and expenditure plans is not fully considered.

For several months, business and investment decisions may be hampered by uncertainty over the precise form of the tax law. Where the Budget announces structural tax changes that are perceived as unfair, there is little time to make representations because of the need to meet the August deadline. The same time constraint means that draft legislation that is highly complex, and which should be reviewed thoroughly, is instead, considered only briefly.

Administratively, there are numerous problems. Late in each tax year, the Inland Revenue and employers have to set up systems for deducting PAYE from salaries. Income tax rates and allowances are not normally known to the public until mid-March, so generally that work has to be carried out twice: in January, on assumed figures and in April when the figures are known. Apart from the administrative costs involved,

this means that most people pay too much tax every April, unless tax rates increase when it can be too little. Furthermore, changes in national insurance contribution rates are traditionally announced in November and have to be dealt with separately from income tax changes.

Under the proposed arrangements these changes can all be brought together with clear administrative savings. To a great extent, the Chancellor is proposing to do

**If traditions of 'Budget purdah' go on, debate will continue to be hampered by a lack of prior notice of policy proposals**

the same as at present but one month later, in the case of expenditure, and three months earlier, in the case of revenue, with an economic update in the summer. Thus, we shall have both an economic statement and a Budget in December 1993. Parliament will take its Christmas recess and, on its return in mid-January 1994, receive the draft finance bill for consideration; this will be passed into law no later than early May 1994. State finances should be properly planned and controlled. What is not clear is whether the economic debate under the new rules will improve. If existing traditions of "Budget purdah" continue, debate will continue to be hampered by a lack of prior notice of policy proposals.

Moreover, the bringing forward of the target date for passing the annual Finance Act, given that the parliamentary Easter recess falls in the period of debate, means there will be little extra time for detailed discussion of legislation. For the individual taxpayer, the earlier announcement of tax rates and allowances will reduce administration costs and tax reductions will be received that much earlier. However, there are likely to be even more anti-avoidance provisions than now to forestall exploitation of changes announced early. I cannot think that a change such as we had in 1988 when the higher rate dropped 20 percentage points will be announced four months in advance without controls on income planning opportunities. At least in 1988 we had a window of a few weeks.

One substantive difference between the old and new procedures relates to the "Rooker-Wise" indexation of items such as tax allowances and bands. At the moment, they are index-linked by reference to the previous December RPI figure, but a hectic month, logically September, would have to be used in future. Thus, an already out-of-date indicator will become more out of date. What is more, 1994-5 allowances would reflect only nine months' inflation unless October to December 1992 is double counted. Perhaps the odd year could be shed for the tax accountant. Most large companies have December 31 as their year end, so many time limits for submitting information, claims and elections to the Inland Revenue run out by that date. This already means that December is a hectic month in most tax departments, with the first months of the new year not much better: the prospect of setting a Budget in the middle of this is somewhat daunting. Finally, the change in the Budget does not apparently foreshadow a change in the country's fiscal year. Apart from the Irish Republic, most of the EC has a fiscal year to December 31, but for us, April 5 seems as sacrosanct as driving on the left.

The author is national tax director at Touche Ross

## ASB is facing the same old problem

SO FAR the regime of the Accounting Standards Board has been a friendly one. After all it was set up to be independent and to bring in rules that would both transform the United Kingdom's system of financial reporting and also enable the Financial Reporting Council, its parent body, to have a solid basis from which to police the results.

So the Accounting Standards Board shows a friendly face. It puts forward its work as eminently reasonable and full of commonsense. David Tweedie, the board's chairman, goes around the country, speaking to both preparers and users of accounts and attempts to charm them and to ensure that they know he means business.

Even the detail is friendly. When it puts its thinking forward for discussion, it comes in documents known as financial reporting exposure drafts — Freds. But eventually the Accounting Standards Board has to come down to the unfriendly detail. Broad abstract proposals go down well. It is the fleshing out of the proposals and the calculation of their effect on specific businesses that brings out the niggles which will turn to furious rows. And so it has come about with Fred 1 — the Accounting Standards Board's wide-ranging proposals on the structure of financial statements. This rethinks the profit and loss account, attempts to eliminate extraordinary items and alters the definition of earnings per share among its proposals. The idea is for the final standard to come into force by the middle of this year to affect accounts prepared for December 1992 year-ends onwards. Last week was the deadline for interested parties to get their views on the exposure draft to the Accounting Standards Board.

It is obvious from just a few of them that the old problems are back. In the past, the argument was that preparers of accounts held sway in the battle against accounting regulation and that they were clandestinely aided and abetted by their auditors.

The reason this alliance worked was that there was no real way of enforcing the rules against the toughest of miscreants, all of whom, in any case, were arguing that their particular business was, of course, totally unique and would be inexplicably and unfairly harmed by following the same rules as everyone else.

So this time around the critics have to be more measured. But they also have to set their markers for the future. In its submission, Ernst & Young solves the problem neatly. It takes, for example, the proposals on limiting the dollar ways that companies have been using extraordinary

items to boost their earnings per share figure. Everyone is in favour of limiting their use. Most leading accounting firms, including Ernst & Young, would want to ban them outright. "We accept," its says in its submission, "that SSAP 6 has long been abused by the excessive use of the extraordinary item category and we, therefore, agree that it is appropriate to limit its use to very rare items."

However, we think that the exposure draft is unnecessarily confusing: it provides a detailed definition of an extraordinary item which is not too dissimilar from that in SSAP 6, but then gives no examples, apparently because the Board is unable to imagine any circumstances which would meet the definition, which is a somewhat absurd proposition. Either the category should be banned altogether or some examples should be provided to illustrate how the definition is to be applied. Then it points out that in any case the point about closing down extraordinary items is that it will possibly be a case of closing one door only to find another one opening. "We fear that an effective ban on extraordinary items will merely transfer the problem to exceptional items instead," it argues. It is down to the old problem of the accountancy culture. Financial reporting is carried out to produce the headline figures that the analysts want to see. It is not carried out to provide useful disclosure for the users. The auditors are then trapped in the middle. This is the problem partly addressed by the Institute of Chartered Accountants in England and Wales in its submission.

"The ASB," it says, "should adopt a more focused approach to its requirements, looking to the needs of those for whom the financial statements are prepared, and should make the distinction between listed and unlisted companies rather than on a cost-benefit analysis."

The Accounting Standards Board itself will not be unhappy at all this. It has the time. The board also wants to be seen to be taking other people's views fully into account. If it was to be worried by anything, it should be by the remarks made by Ron Patterson, Ernst & Young's senior technical partner.

"The real problem," he argued, "is the glibness of analysts. If they were more perceptive then all of this would be less of a problem. But they are so easily taken in by changes."

● The author is the Associate Editor of Accountancy Age



ROBERT BRUCE

## Tackling the question of judgments or guesses

By EDWARD FENNELL

WHEN leading members of the Institute of Chartered Accountants appeared at peak-time Sunday viewing on BBC2 a few weeks ago, they found it hard to give an instant answer to the question of what an auditor means when he signs off a company's accounts as giving a "true and fair view".

Chris Swinson, of BDO Binder Hamlyn, looked stumped when asked at the ceiling. It was a pause for reflection, he later explained, to give a thoughtful response to the complexly encapsulated question. A commentator had quickly proffered that true and fair was accountancy-speak for "a guess".

Mr Swinson and his colleagues have not earned plaudits among their fellows in the profession. Michael Fowle, the head of audit at KPMG Peat Marwick, said: "The apparent inability of two leading members of the accounting profession to answer the question 'what is true and fair view?' has raised a sense of horror among auditors." He argues that before accountancy standards were abused as a substitute for thought, leading auditors might more easily have said that "true" was intended to

convey the essence of "correct", without pedantic accuracy, while "fair" recognised that a true statement may, nevertheless, give a misleading view.

Mr Fowle concedes, however, that much explanation would then have been needed and that true and fair is "a concept no more capable of facile definition than its legal equivalent of equity".

The question raises crucial issues on the weight and authority attached to audited accounts. Can these apparently neutral facts and figures ever objectively define how things really stand?

Mr Fowle said: "Different accounting policies produce materially different results on the basis of the same facts." What is needed is the kind of common sense that comes from a reasonable, financially literate man or woman in order to make some judgment on those figures. Accounts, therefore, can never be simple, and those who need to make crucial decisions on them should not complain of having to read the small print.

At this point, the dilemma for the modern accountant is thrown into sharp relief. As Mr Swinson says: "Accounts are full of judgment — you

can have an enormous range of truthful accounts." The crux is whether in making these judgments the accountant can hold aloof from the mood of the moment and deliver a sagacious, or dispassionate view, or whether, sometimes, the spirit of the times is more than even professional discipline can withstand.

Mr Swinson's view is that during the mid and late Eighties some accountants became infected by the general gung-ho optimism of the enterprise culture and allowed this to influence their judgments. Mr Swinson says: "The truth is not hard edged and certain. In selecting which judgment to make, the accountant has to be fair between the management and the users of the accounts."

Given the possibility of numerous interpretations of the meaning of a set of figures, many accountants will opt for the bright interpretation when the economy is booming, but incline to pessimism when it is in recession.

Mr Swinson fears that during the peak period of economic expansion accountants ran the risk of doing themselves out of business if they tended towards the gloomy view. As Michael Fowle notes: "The amounts to be provided for depreciation for fixed assets, or the amount at which stock in trade is to be stated, involve business judgments and are not merely arithmetical."

So what is the difference between a "business judgment" and a "guess"? The answer probably lies in the amount of care and calculation involved and the willingness to err on the side of caution. With a number of financial disasters behind them, the accountants are now much more willing to incline to caution.

The mood of the Nineties offers a chance for conservative judgment to become more fashionable. Accountants who offer downbeat views may no longer be regarded as old-fashioned wimps. "In the long term," Mr Swinson says, "the markets need conservative professionals."

## Ruling out an academic argument

Ian McNeil says self-regulation among auditors should be given a fair chance

THE article, "Watchdogs must be forced to bark" (March 19), by Messrs Puxty, Sikka and Willmott, makes a wide-ranging attack on the corporate sector, auditors, and the accountancy institutes in their roles as standard setters and regulators. It represents the latest chapter in the continuing campaign by these accountancy academics to discredit the profession as a vital element in a market economy.

The article makes the point that the system of corporate governance relies heavily upon auditors to alert the public to wrongdoing. Quite right. But in recent years, the essential triangular relationship between shareholders, management and auditor has become unbalanced.

That is why the Cadbury committee on corporate governance is currently occupied in conducting just such a root and branch examination of that relationship. The committee, of which the accountancy profession is a chief sponsor, has received submissions from several sources. The profession has made a powerful case for strengthening corporate governance through far greater use of independent non-executive directors, audit committees and public reports by directors, attested by auditors, on the state of internal controls in "public interest entities".

bers, is not neglecting the issues arising from corporate failure. In addition to the proposals that might shortly be expected from Cadbury, the board is re-examining the auditor's responsibility, both in relation to fraud and to reporting on the "going concern" concept. It is also reviewing the scope of audit. Views on all these matters will appear from the board this year for public consultation.

All this is 180 degrees away from the critics' view that "auditors have been slowly stripping themselves of their social responsibility". So too is the view that auditors are currently engaged in "passive" auditing — a description that conjures up visions of supine auditors accepting anything and everything that is put before them, regardless of the litigation risk that the auditors would run. As most

businessmen will confirm, this is far from reality.

The three academics then go on to rubbish the self-regulatory system that Parliament, through the most recent Companies Act, determined would provide the best means of ensuring high professional standards in audit. For the first time, the professional bodies will have the power of direct inspection over their firms' audit work.

This represents the most significant development in auditing for a generation. As well as visits made on a routine and random basis, up to 200 visits a year will be made to firms to investigate complaints and the role of auditors in public interest cases, such as big corporate failures.

The scope and length of a monitoring visit will vary according to the adequacy of the firm's systems and the size of

the audit practice. The focus of monitoring, as agreed with the trade and industry department is on the relatively few firms that audit the small number of listed companies. An annual report will be provided to the DTI that will highlight monitoring results, action taken and other trends. Orders against individual audit firms will be publicised.

This system is just starting. The DTI plans to review the arrangements in late 1993. It will be some months before anyone can take a critical judgment about its efficiency.

Messrs Puxty, Sikka and Willmott have nothing to substantiate their belief that an "independent" regulator could guarantee the prevention of major corporate failures. No system can deliver such a guarantee. The present regulation system is new and should be given a fair chance to show what it can achieve.

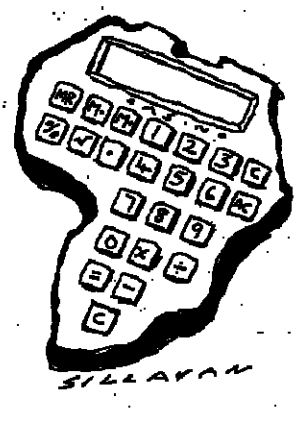
The author is president of The Institute of Chartered Accountants in England and Wales



McNeil: try out system

## Riding the Carousel

BRITISH accountants crop up in the strangest places. Take Stuart Shaw, one-time trainee with Pannell Kerr Forster, who has won the task of running a giant casino complex in the middle of the bushveld north of Pretoria, South Africa. Shaw, who moved to the republic ten years ago after five years in Nigeria, has been appointed general manager of the newly-opened "Carousel," a £70 million entertainment resort built by Sol Kerzner, globe-trotting founder of Sun City. After joining the Leeds office of Pannell Kerr Forster in 1962 as an articled clerk, he moved to London and in 1972 was sent out to run the



## ANY OTHER BUSINESS

ployees — and a massive budget — in check. "There's more to life than ticks and crosses."

### Rush to Russia

BRITISH companies are falling over themselves to win a foothold in the former Soviet Union. Just days after Ernst & Young announced it was to open a representative office in St. Petersburg, hailing the city as the "gateway to Russia", Arthur Andersen has followed with an office of its own — the first outside its Moscow base. St. Petersburg, as a free economic zone, is a logical second choice for western companies. It is using tax and customs incentives to lure foreign and local invest-

ors, and a new legal framework is being drafted to create a more favourable business climate. Among its projects, Andersen is studying how to overcome problems with bread distribution, and has helped Visa International assess whether a card-based payment system can be introduced in the Russian Federation.

### Coopers' first

ESTONIA'S third largest commercial bank, Union Baltic, has signed up Coopers & Lybrand (International) as its auditor — the first time an Estonian bank has appointed a western auditor. A team led by Hugh McNaughtan, UK-based partner, and compris-

ing banking specialists from UK, Finnish and Russian companies will be providing the necessary services. "Although the bank was only set up two years ago, it has rapidly established itself as one of the front runners in the Baltic States banking scene," says McNaughtan, adding that the appointment will help the bank be taken more seriously as a trading and investment partner by banks in America and Western Europe. Union Baltic's main activities are in commercial lending and project finance, retail banking and international payments.

### E&Y flagship

FULL marks to Ernst & Young, which has secured one of the best known sites in Edinburgh as its new flagship office. E&Y has signed a 25-

year lease with the Life Association of Scotland on 10 George Street, just across the road from Guardian Royal Exchange and Standard Life, and plans to move in by Christmas. No-one will say how much E&Y is paying for the site, which is being rebuilt from scratch at a cost of £13 million and should be ready to occupy by the end of the year. The firm is taking a lease on the whole building, which will house between 350 and 400 people. E&Y intends to sub-let about half the space. The company at present uses townhouses in Edinburgh as offices, but there are growing signs of a shift towards bigger buildings. About 100 townhouses are available for letting and E&Y's decision may encourage further movement in the hard-hit property sector.



# Supporters survive with a cheery cynicism

What does the football fan really want? Understand that I am not talking about boys, violent or otherwise. I am talking about grown-up people who go to football matches: an underclass that football's rulers have never even remotely understood.

The conventional belief is that supporters want "a winning team", but this misses the mark by a mile. If people went to football matches only to enjoy success, the majority of clubs would get no support at all and no one would dream of going to an away game.

Throughout the Eighties, supporters would have abandoned Manchester United for clubs like Watford and Wimbledon. Relegated clubs would lose their following overnight; and perhaps Crystal Palace really would have been the team of the Eighties.

But that doesn't happen. Instead, all over the country, football fans are telling us that no one understands them; yet all they are protesting about is done in the name of success.

They are speaking out against debenture schemes. The grounds

are redesigned around them or taken away from them altogether. Ground sharing means more money, they are told; more executive boxes means more success, they are told. But they don't care.

The football fan is not simply a success worshipper. The theme of the Eighties was the fanatical worship of success — a juggernaut that crushed two fervent a worshipping beneath its wheels.

That didn't affect football fans; they just carried on watching their teams, success or no success. Generally, their clubs just missed promotion or fought relegation or settled for mid-table.

What's success got to do with it? Success in football is hot time pickles, great stuff, but hardly the point of the meal. What you are there for is curry and rice. Victory cannot, by its nature, be the staple diet of the footballing person.

"God, that was bad."  
"Worst yet."  
"See you Saturday?"  
"You bet."

How many hundred times was that conversation re-enacted at the football grounds of Britain last weekend? I shall never forget the cheery/ill in the Black Country voice at West Brom as the man in front of me greeted defeat with the words: "I reckon we plumbed new depths today."

Take fanzines, proof, if ever proof were needed, that football clubs have no idea what football supporters like. The fanzine boom has found a gap in the market that no official publication can fill.

Fanzines are full of jokes. A football match has always been a great occasion for jokes — take our No. 9 for a start, ho, ho, ho. Relegation seasons are alive with gallows humour.

Fanzines express this strain of humour in their titles — *Brian Moore's Head Looks Uncannily Like London Planterium*, *Come on Dagenham Use Yer Forwards*, *There's Only One Mark Dladadewicz*. Their pages are filled with a potent mixture of hilarity and disaffection.

They slag off their players. It is a myth that football fans "wor-

ship" footballers. Players are as often built as heroes. They — fans and fanzines — find managers hilarious; they find the press contemptible; and, as for the board of directors, contempt is far too small a word.

Let me quote an archetypal fanzine piece: "A guide to becoming a football chairman". Tasks, in order, are: lie to fans, sell best players, sell the ground, get rid of all the staff.

Odd business, football. Is any enterprise so utterly alienated from its own customers? I remember when Tottenham Hotspur had a football team, I once remarked to a Spurs supporter. He growled back: "I remember when we had a football club."

Perhaps it was Tottenham, after all, who were the team of the Eighties, the team of that avaricious, success-worshipping decade. After all, it was Tottenham who shared an advertising agency with Margaret Thatcher.

Despite all the dramas and shares and publicity and take-overs, they have, thus far, failed to give their supporters success. That far more elusive matter, capacity to relish or, at least,



porters really want — that is more elusive than ever in Tottenham.

Hard to say what it is that supporters seek. Symptoms include love of jokes, love of defeat, capacity to relish or, at least,

endure bitter relegation battles, to meet success with such remarks as "looks like we'll have to cock it up in spring instead of autumn this year, then", and to treat all new brooms with yet another joke of cheery cynicism.

The supporter identifies with neither directors nor managers nor players. Supporters identify with supporters.

They value loyalty, but to whom are they loyal? To themselves? To an outsider, a club is its directors, players, management. But what do these ephemeral beings matter to a supporter? Managers come and go; players come and go; even chairmen come and go at many a club. Only supporters remain.

And they are not even members. A football club is not like the Garrick. You don't join a football club and you don't leave it, either.

A football supporter is not loyal to the local community or the town or the particular chunk of city. He, or she, is loyal to a shared experience of success and failure. A shared mythology. A football supporter is loyal to loyalty itself.

Let the club do its worst: lose, get relegated, sell players, move grounds, start ground-sharing — always with the most-hated rival — sell its assets, sell its shares, sell its debentures, close its terraces. The football supporters are loyal to something that the club itself can never touch.

The Brighton fanzine, *Gulls Eye*, was successfully sued by Brighton directors. The last issue contains this message: "The fund currently stands at £5,329. £3,000 paid February 5th, 1992. It looks likely that we will have to pay something in the region of £6,500. Still no fresh news to give you on that score."

Any help, functions, etc. that you can organise to boost the fund will be greatly appreciated. Enjoy this issue and continue to give Albion your best support. Remember, this is our club not theirs."

The fanzine, *Twelve Inches High And It's Made of Solid Gold*, was recently published by the Football Supporters' Association in aid of Football Against Multiple Sclerosis. Price £5.95.

## Tournament in which European players have a poor record

# Time running short for Woosnam to find form

FROM MITCHELL PIATTS  
GOLF CORRESPONDENT  
IN PONTE VEDRA, FLORIDA

IAN Woosnam, who appreciates that golf is a game of peaks and troughs, knows that if he is to be on the crest of a wave for his defence of the Masters title next month, he needs to rediscover his touch in The Players Championship, which starts here today.

Woosnam, who missed the cut in the Nestlé Invitational last week, has decided to discard the metal wedge he has used in recent weeks and place his faith in the conventional wooden model with which he won at Augusta last April.

That in itself is a positive step. Woosnam had become so preoccupied with his putting, which habitually troubles him, that he has neglected his long game. He recognised this in Orlando, where he visited parts of the Bay Hill course which some of the members would have had difficulty in finding.

"I'm always searching to

improve my putting, but maybe sometimes I'm looking for too much," he said. "It gets to the point where it dominates my thoughts and distracts me from thinking about the rest of the game. This week, I need to get back on track."

"I've been on what I would call a bit of a downer. I can get in a mood where, if I'm not going to win, then I don't want to be there. So it's time to get myself going again, although I have to be honest and say that I don't know whether I'm playing well enough to win. I know that, in time, it will all turn around. But right now, it is worrying."

Woosnam is placing more weight on his left side when putting, in an effort to eliminate a tendency to pull the ball to the left. It both fascinates and frustrates him that he has not found a remedy, although he hopes that his new stance will help him to keep the putter on line during the follow through.

The Welshman regards the TPC stadium course as a

Hole	Yds	Par	Hole	Yds	Par
1	325	4	10	324	4
2	325	5	11	325	6
3	152	3	12	335	4
4	354	4	13	325	4
5	454	4	14	435	4
6	454	4	15	435	4
7	454	4	16	435	4
8	215	3	17	132	3
9	525	5	18	132	3
Out	3,291	36	In	3,291	36
Total yardage	6,582		Par	72	

good examination, although he is not particularly enthralled by it. In his opinion, it is a one-sided course. "You're made to play to one side of the green all the time," he said. "If you go to the right then you have no chance to recover. But from the left you always have the chance to get up and down."

Woosnam, who will be the defending champion in New Orleans next week, has fallen to No. 4 in the Sony world rankings after being in first place for 48 weeks. But by winning here he can reclaim the leading position, although Nick Faldo, José María Olazábal and Severiano

Ballesteros, second, third and fifth respectively, could also climb to the top by winning.

Sandy Lyle, who is also here, along with Colin Montgomerie and Bernhard Langer, won The Players Championship in 1987, but it has otherwise not been a tournament at which Europeans have flourished.

Lyle has failed to survive the cut in his other six attempts, while Faldo has a highest finish of twentieth and has missed the cut three times out of seven. Ballesteros has not finished higher than 63rd since 1984; Woosnam was a victim of the guillotine in 1990, when he first played, and Olazábal failed to survive the final two rounds in his first attempt, 12 months ago.

Olazábal, however, describes the course as "perfect", adding: "But you do need to learn how to play it because it is difficult to stand on the tee and feel comfortable. This is not a warm-up for the Masters. This is real business, a serious golf tournament and I want to win."

## Racing to keep contact abroad

BY ALIX RAMSAY

FOR Anthony Stevens, the ADT London Marathon is more of a race against time than a race against the other competitors. He is trying to raise funds for the Dancelford Trust to keep the organisation going beyond its tenth anniversary year.

Stevens set up the trust to enable inner city schoolchildren to do voluntary work overseas and to take part in education and work-exchange trips. It started in 1977, when he took a group of boys from Dancelford School in the east London to Botswana and Lesotho.

"From that, one sixth-former went to teach in Zambia on work experience because he had enjoyed the trip so

much," Stevens said. Five years later, the trust was established. Stevens is the sole, all-purpose, worker: consultant, travel organiser and publicity manager.

His contacts range from Africa to Asia to the Caribbean. For some students, the exchanges are a chance to discover their country of origin — "roots exchanges" — while for others it is merely a chance to sample another way of life.

"The range of experience is very wide," Stevens said. "We took a group of seven to Bangladesh. One boy had been in England for only a few years, so for him it was like going home; but another boy, who was born here — a real Asian Cockney — was very nervous about the whole trip. At the end, he came up to me and said: 'It's a wonderful country but London is still my home'."

"I constantly have kids coming back and telling me what the travel has done for them. You can soon see the difference. What were shy 17- and 18-year olds, come back full of confidence from their experiences."

The students raise their own funds from sponsors in the local community and when they return they help the trust by providing archive material, giving presentations and volunteering a £12-



Charity runner: Trevor Stevens gets spring fever

a-year covenant. "It's not much, but it keeps us ticking over," Stevens said.

The Trust costs £25,000 a year to run, but has only £6,000 in the bank, so Stevens is using the marathon as a money-spinner. At 43, he is confident of success on the running side — this is his third marathon — but in the recession funds are hard to come by. He is undaunted. "I shall finish. I just want to get round and get my money," he said. "This thing will go on. I'm not going to let it die."

Stevens is offering a Unisys personal computer to the biggest fund-raiser and a jeroabam and magnum of champagne respectively to the second and third.

hope that by featuring the efforts of our team of fund runners we will help them find sponsorship. If you wish to support one or more, write clearly, stating your beneficiaries, to The Times/Unisys London Marathon Appeal, Sports Department, The Times, 1 Pennington Street, London, E1 9XN. Please make cheques payable to the appropriate fund-raiser and we will pass them on.

Unisys is offering a Unisys personal computer to the biggest fund-raiser and a jeroabam and magnum of champagne respectively to the second and third.

## Stewart striking with style

BY JOHN HENNESSY

GILLIAN Stewart and Claire Hourihane — professional and amateur respectively, from Scotland and Ireland respectively, former and present Curtis Cup player respectively — negotiated two more rounds of the Sunningdale Foursomes yesterday to take them into the last 16.

By Stewart's own admission, they "sneaked it at the 21st" against Hogan Stott and Nigel Willis, of Shirley Park, in the morning, but they were full value for their third-round victory at the 17th against Jamie Pinchon

and Peter Defty, of the Stoneham club.

Stewart and Hourihane, receiving five shots, were starting defeat in the face in the morning. They were three down with five to play on the Old Course.

Yet from that parlous position, they won the long 14th, profited from three putts by their opponents at the 17th, and then Stewart holed what proved to be a crucial putt from eight feet to win the home hole.

Willis saved his side with a bunker shot, played dead for a half in four to a net four, at the 20th, but Stott was not

close enough for Willis's comfort with his approach putt at the 21st.

Hourihane and Stewart, receiving five shots in the afternoon, turned two up. They won both the 7th and 8th and shared a birdie three at the 9th.

It may seem invidious to make a distinction between two winning partners, but Stewart was striking the ball handsomely.

Her pitch to the 14th was a beauty, from about 80 yards to three feet, and prevented Pinchon and Defty from capitalising on their two at the short 13th.

Hourihane hit a superb tee shot into the difficult 226-yard 15th, but then spoiled the effect by missing the second putt from inside three feet. "I bottled it," she said.

The 16th was critical. The men, both one handicap players, would have expected to move all square as it was another of the holes where women have little chance of getting up in two from the back tees.

But expectations were confounded. Pinchon found a bunker off the tee, which meant they now needed a third to get on.

Stewart pulled out another cracker, perhaps a six-iron to 12 feet, and her partner, stoning for her lapse at the previous hole, stroked the ball home.

Matters were now desperate for the men, two down with two to play and conceding a shot at the 17th. Their cause was virtually lost altogether when Defty, like so many others before him, tweaked his tee shot behind the trees on the left.

Pinchon performed wonders to thread a way to the green, but not close enough for Defty's birdie putt.

Wayne Riley, the Australian Open champion, and Lindsey Anderson, his amateur partner, fell at the second hurdle, with Anderson finding the carries on the New Course too demanding.

### SCORES AT SUNNINGDALE

OLD COURSE: Second round: J Pinchon and P Defty (Stevens) at A Lancaster and S Aust (Royal Lytham), 5 and 4; C Hourihane (Stoke Poges) and G Stewart (Clemens) at M Hale and M Stott (Shirley Park), at 21st: N Barton (Sunningdale) and S Bollen (Rossaunda) at A McLaren and R Miller (Chorleyton), 1 hole; J Willis (Framingham) and P Barton (Cambridge Heath) at J Warrick and D Wood (Richford Hundred), 2 and 1; J Robinson (Lola Ness) and W Henry (John Hill Holdings) at R Norton (La Quinta) and P Leaver (Old Thames), 1 hole; J Pinchon (Enfield) and M Galt (Guth Hill), at J Barnett (Farnham) and B Bennett (Hale), 1 hole; P Heggington and J Heggington (Gauldron) at R Moss and M Hale (Sunningdale), 3 and 1; M Welch (Hill Valley) and C Watts (Hawthorn) at J Pinchon and D Dowling (Globe), 3 and 2; R Hunter (Sunningdale) and J Puri (Farnham Heath) at R Scott (New York) and S Moon (Stoke), 4 and 3; D Ray (Long Ashton) and G Ryall (Cleveland) at A Macdonald (Coleridge) and P Anderson (Vernan), 6 and 4; S Whitin and I West (Enfield) at R Galt (Guth Hill) and P Davis (Guth Hill), at G Pookey (Albionham) at N Sumner (Mere Brown) and

D Yates (Elsamers Port), 7 and 5; R Bostall (Cambridge Heath) and D Cooper (Beechwood) at M Bostall (Sunningdale) and T Ashton (Farnham Heath), 7 and 5; P Brown and G Stevenson (Vernan), 5 and 3; S Bennett (Colchester) and B Turner (Sunningdale Heath), at 19th: M Auldrey (Farnham) and S R Payne (Royal Old Surrey) at P Davies (Sunningdale) at Pugh (Chorleyton) and M Walker (The Warren), 5 and 3; T Hogg (Hawthorn) and S Stewart (Pinchon and Defty), 2 and 1; T Hogg and T Hogg (Scott and Hogg), 3 and 2; Warrick and Scott at Bostall and Heggington, 4 and 3; G Galt and D Bostall at Macdonald and Watt, 3 and 2.

NEW COURSE: Second round: D Talbot and P Talbot (Royal Mid Surrey) at J Devetta (Sunningdale) and S Lane (Sunningdale), 3 and 1; R Scott (New York) and R Hogg (Sunningdale), 3 and 1; D Douglas (Long Ashton) and I Watts (Sunningdale), 5 and 3; M Macdonald and A Watt (Sunningdale) at A Hart and A Carter (West Hill), 2 and 1; A Clark (Old Farnham) and N Lawrence (La Quinta) at W Riley (Aust) and L Anderson (unattached), 2 and 1; J Jamieson and J

Davis (Sunningdale) at J Christie (Worcester) and S Prosser (unattached), 2 holes; P Bennett (Sunningdale) and P Page (Dartford) at J Jamieson (Sunningdale) and J Pyle (East Herts), 1 hole; R Bennett (Sunningdale) and W Johnson (Walsley) at M King (Sunningdale) and J Hogg (Farnham) at 20th; K Galt (Sunningdale) and D Bostall (Sunningdale) at J Earl and M Jarvis (Gault), 1 hole; N Luff (Sunningdale) and J Galt (Sunningdale) at M Westworth (Royal Cinque Ports) and J Hogg (Sunningdale) at A Venn (Sunningdale) and C Lush (Sunningdale) at R Gardner and C Griffiths (The Vale), 5 and 3; C Hogg (Sunningdale) and C Duffy (Sunningdale) at T Rouse (Northam Heath) and D Smeaton (Chorleyton), 3 and 2; G Galt (Sunningdale) and J Mosey (unattached) at R Bostall (Sunningdale) and J Luff (Sunningdale), 1 hole.

## Banned Tumba allowed to drive off



Forsbrand: defender

Florence: Johan Tumba, of Sweden, who was given a ten-year ban for cheating in January, plays in the Volvo Open beginning today. His entry was accepted after he lodged an appeal against the heaviest sentence ever handed out by the European Tour.

It will be heard on April 16 and Tumba, whose father is one of Sweden's most famous sporting figures, said yesterday: "I'm innocent and I think the tables will be turned around the way it should." Tumba was found guilty of changing his scorecard at the Tour's qualifying competition in Essex last October.

Steve Richardson is one of four Ryder Cup players competing here. And after missing the last two halves cuts, he is looking for a change in fortunes before he heads to America on Monday for the New Orleans Classic and US Masters.

Sam Torrance, David Gifford and Paul Broadhurst are the other Ryder Cup men present. The defending champion is Anders Forsbrand, of Sweden, the runner-up to Ronan Rafferty in the Portuguese Open on Sunday.

Richardson was trying out a new putter in the pro-am

yesterday, but said: "I may go back to my usual one for the tournament. I've not been putting that badly, but I'd like to start holding some more." He has missed four cuts this year — one in South Africa, three in Europe — and each one has been by a single shot. "I don't think my game is off by much and there's a long season ahead," he said.

The greens are nothing like those he will face at Augusta. The Uggolino course has been attacked by a fungus. David Garland, the tournament director, said: "All 18 are affected, but only a couple are really bad."

## Oxford finding form

BY MIKE ROSEWELL

OXFORD'S impressive build-up to the Boat Race continued yesterday when they pitted themselves against Leander for two three-minute rows and produced a performance which impressed not only the biased onlookers.

The Leander crew, on the Middlesex station, with Redgrave, Pinnent and six other British internationals on board, won the first race, from Chiswick Steps to St Paul's, by a bare length. Oxford, generally rating 37 to Leander's 34, hung on well, and were never completely dropped.

Oxford, on Surrey again, were given a third of a length lead in the second row, from

Harrods, and as the bend turned in Leander's favour, approaching Fulham, the Oxford coxswain, Elizabeth Chick, pushed her Leander counterpart, John Deakin, out of the tide, enabling Oxford to finish with their lead intact.

Cambridge had a quiet morning. The injured Dan Justice was restored to the crew, at four rather than six, and although Dirk Bangert, the German stroke, was also reported to be improving, John Wilson, the coach, was still being cautious in the quantity of work undertaken by his men.

ON THE RIVERS Today: Cambridge 10.00pm and 4.00pm, Oxford 10.30am and 3.30pm.

## Marathon place blow

BY MICHAEL COLEMAN

SEVERAL thousand London Marathon rejects will learn today that they are not being given first option on between 100 and 150 places in the race on April 12 that have become available. They are being offered instead to club runners.

The guaranteed entries were returned to the race organising office by a European tour operator which finds it no longer needs them.

In full-page advertisements in the specialist magazines, *Athletics Weekly* and *Athletics Today*, the London Marathon says: "We are highly displeased with this company because we know, from the ballot in this country, that

there were thousands of people who would have loved to have run but had to be rejected."

Readers who are fit and "still in training" are invited to complete an attached entry form and submit it with a £12 entry fee (£15 for those not members of an affiliated club) by first post next Tuesday.

Andy Ritchie, entries coordinator, accepted that many rejected applicants would have donated their entry fees to charity. But he explained: "It would be difficult for us to find among the rejects people still in training who would not incur injury by entering at this late hour. The magazine readers are likely to be fitter."



# Kirby Opportunity to oblige again for promising Price

WHEN Kirby Opportunity and Munday Dean were successful at Lingfield last Saturday they enabled their rider, the 24-year-old apprentice Russell Price, to land the fourth double of his career.

At Brighton today, Kirby Opportunity makes a quick return to active duty by contesting the Elm Grove Claiming Stakes. I fancy she will help to show again what good value Price is for his 5lb allowance.

A winner over today's course and distance last summer, Kirby Opportunity had John Shaw eight lengths behind in third place last Saturday.

Now it is hard to envisage John Shaw gaining his revenge since he will be meeting her on only a pound better terms.

From Epsom, I have heard that the Reg Akerhurst-trained Absolutely Right is expected to go well.

MICHAEL PHILLIPS

While Absolutely Right did manage to finish two lengths in front of Kirby Opportunity when they were third and fifth respectively at Lingfield in February, it is pertinent to point out that my selection will now be meeting her old rival on 11lb better terms.

Today's programme should begin with Blake End winning the Churchill Square Maiden Stakes, even though he was mildly disappointing at Southwell 12 days ago.

However, his form at Newmarket and Pomfret last season was satisfactory.

The Sheepcote Valley Handicap can go to the top weight, Kaher, in the hands of Pat Eddery.

Last season, Kaher spent much of his time leading his talented stable companion

Corrupt in his homework on Newmarket Heath and it was not until he was sent hurdling that he started to pay his way again.

Reportedly back to his best after a rest, he is quite capable of beating today's opposition even under this big weight, and he is my nap.

Eddery can go on to land a double by winning the Palmer Maiden Stakes on Silica, who was denied a similar opportunity on Tuesday when Leicester became waterlogged.

Tiger Claw, my selection for the Hollingbury Handicap, is another who has been in good form over hurdles this winter, winning on successive occasions at Taunton and Windsor.

His best form on the Flat entitles him to preference over James Bethell's Double Echo, a winner on the all-weather.

At Wolverhampton, I will

be looking to the recent easy Southwell winner Eddy to win the Tulip Apprentice Handicap in the hands of the 17-year-old Ollie Pears, whose confidence will have been boosted by winning the first race of the Flat season proper at Doncaster.

Michael Bell's useful filly Quietly Impressive will have to be at her best if she is to make a successful start by winning the Lilac Handicap.

However, Goldsmith's Hall should not have to even break into a sweat when winning the Narcissus Maiden Stakes.

On the jumping front at Taunton, I give the consistent Desperate a good chance of continuing his trainer Nigel Twiston-Davies' fine season by winning the Blackdown Hills Novices' Hurdle.

**Blinkered first time**  
WOLVERHAMPTON: 3.10 Tiger Claw, 3.10 Tiger Claw, 3.10 Tiger Claw, 3.10 Tiger Claw.

## Twin Oaks eyes two Nationals

THE Marcell Grand National contender Twin Oaks may well attempt a big-race double by tackling the Irish equivalent three weeks after Aintree.

Twin Oaks, set to carry top weight at Liverpool next week, has been allotted 11st 12lb for the Jameson-sponsored race on Easter Monday.

Richards, who was not happy with the weight Twin Oaks was allotted for Aintree, remarked: "The Irish handicapper seems to have done his job properly. There is a possibility he will run at Fairyhouse as long as he comes out of Aintree without any problems."

"We are already committed to Liverpool, because the ground has now come right. He's been blood-tested and is as sound as a bell. But, with a virus in the stable, we must keep our fingers crossed that nothing goes wrong."

## Talented Magic Ring to sparkle in top company

ACT OF UNION: trained by William Pearce, whose successful southern raids from his Hambleton base with improving handicappers like Bold Habit were a notable feature of last season.

The Green Desert colt, closely related to Sheikh Albadou, was placed in all four outings last year despite suffering from sore shins. The three-year-old would appear to be leniently handicapped off a current mark of 67, and is just the sort to run up a winning sequence over seven furlongs to a mile.

ALADEER: registered a useful time when maintaining his unbeaten record at Newbury last October, and had his 15 rivals well strung out. Henry Cecil's relatively cheap filly cost \$50,000 as a yearling but looks certain to run well over middle distances in pattern company, especially when the going is fast.

ALNASAR ALWASH-EK: well regarded by Michael Stoute and should flourish over a mile plus. The Sadler's Wells colt improved throughout last summer, culminating in an excellent third in the Highflyer Stakes. Looks certain to keep on progressing.

GREAT PALM: looks like a Derby winner. The only question is whether Chantilly and the Prix du Jockey Club is more suitable than the undulations and bends of Epsom for Paul Cole's strapping son of Manila.

Connections of Fahd Saman have raved about this horse since last summer, and Cole believes he is a better three-year-old prospect than he was as a two-year-old.

Richard Evans, Racing Correspondent, selects ten horses to follow for the 1992 Flat season

**KING OLAF:** comes with the personal recommendation of Peter Chapple-Hyam, who took racing by storm in his first season as trainer for Robert Sangster.

The Thatching gelding had just the one run as a two-year-old when beaten a short head in a well-constructed end-of-season Newmarket maiden. Looks sure to improve and is likely to be set realistic targets during the next few weeks.

**MAGIC RING:** hardly the most original selection but if ever a horse had champion sprinter written all over him it is Paul Cole's speedy performer, whose only defeat as a juvenile came in the Prix de l'Abbaye.

The champion trainer is confident his Green Desert colt will stay a mile. Whatever his eventual trip, he seems certain to figure in top company.

**NEVER A CARE:** one of several good fillies in Barry Hills' yard, but she could

turn out to be the best. The Lambourn trainer has always been particularly fond of the Roberto filly and his faith was amply justified when she won her sole start, at Chesham, in most impressive style by six lengths.

She will probably go for the Pretty Polly Stakes at Newmarket and could be an Oaks contender.

**PALACE PAGEANT:** this two-year-old sired by Nijinsky, is a half-brother to Crystal Spirit, Glint of Gold and Diamond Shoal, who have done so well down the years for Paul Mellon and Ian Balding.

The Kingsclere trainer is already making enthusiastic noises about Crown Treasure's latest son, who is likely to appear in June.

**STONEWALL JACKSON:** also trained by William Pearce. This huge Treasure colt was too weak as a juvenile to be able to do himself justice, but showed enough in two outings to underline his potential.

He has wintered well and made considerable improvement. Watch out for him over sprint trips in the north.

**YOUNG BUSTER:** a Derby hopeful last year until a niggling back injury put paid to Epsom. The Teanoso colt made up for lost time when beating Quest For Fame, the 1990 Derby winner, at Kempton in September, but all the signs are that the best is still to come.

Cecil Wragg, whose winning tally increased by 50 per cent last year, is delighted with his four-year-old who has been sparkling on Newmarket's gallops. The John Porter Stakes at Newbury is an early target.



Pearce: successful Hambleton raiders

MANDARIN	THUNDERER
2.00 Blake End.	2.00 Kaher.
2.30 Kirby Opportunity.	3.00 Kirby Opportunity.
3.30 Tiger Claw.	3.30 Tiger Claw.
4.00 Silica.	4.00 Silica.
4.30 Appealing Times.	4.30 TRUTHFUL IMAGE (nap).

Our Newmarket Correspondent: 4.00 Alkair.

GOING: GOOD TO FIRM  
DRAW: 5F 213YD-7F 214YD, LOW NUMBERS BEST

### 2.00 CHURCHILL SQUARE MAIDEN GUARANTEED SWEEPSTAKES (3-Y-O: 5f 213yd) (5 runners)

1 (3) 88500-00 PRINCE ROONEY 222 (G Boyce) R Harrison 9-0	R Harrison 9-0
2 (1) 88500-00 PRINCE ROONEY 222 (G Boyce) R Harrison 9-0	R Harrison 9-0
3 (2) 00- PLACED LADY 148 (M G Wynn) W Carter 8-0	W Carter 8-0
4 (3) 88500-00 PRINCE ROONEY 222 (G Boyce) R Harrison 9-0	R Harrison 9-0
5 (4) 88500-00 PRINCE ROONEY 222 (G Boyce) R Harrison 9-0	R Harrison 9-0

BETTING: 4-7 Blake End, 11-4 Prince Rooney, 8-1 Saverio, 12-1 Tulipet, 14-1 Placed Lady.

1991: OULFANTSTON 8-7 A Tucker (12-1) R Simpson 8-8

### FORM FOCUS

BLAKE END 5f 2nd of 13 to Eastleigh in Southwell (AW, 6f) maiden, 2nd of 13 to Tamsin in Pomfret (1m, 5f) maiden race. PRINCE ROONEY 8f 8th of 18 to Louise Stakes in Haydock (6f, good to firm) claimer. PLACED LADY

171 last of 12 to 5f 2nd in Redcar (5f, good) maiden. TULIPET 19f 15th of 15 in

16 to 5f 2nd in Epsom (6f, good) maiden race. In Haydock (6f, good to firm) claimer. PLACED LADY

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END

Selection: BLAKE END











THURSDAY MARCH 26 1992

England have no plausible excuses for their third defeat in three cricket World Cup finals

## Pakistan crowned champions

FROM ALAN LEE  
CRICKET CORRESPONDENT  
IN MELBOURNE

THERE could be no excuses. This time, there was no possible injustice. England did not win the World Cup final here yesterday because they did not deserve to.

The cup was won, for the first time, by the volatile and inspirational men of Pakistan. More particularly, it was won by Imran Khan, who has planned for this moment for two years and who never lost faith that it would happen, even against the improbable odds that confronted him a fortnight ago.

It was then, amid the battered morale of players on the very brink of elimination, that Imran invoked the leadership ploy of risking all when there is nothing left to lose. He told his men to behave like cornered tigers. Only he and his players know how the address was delivered, but the world now knows its effect.

Pakistan, clumsy and clueless in the early rounds, needed to win five successive games to take the cup and they did so with ever-increasing conviction.

Yesterday, they touched heights that few countries rarely reach. The fickle gifts that decorate this team were produced on cue and the effect was like the synchronised opening of parcels on Christmas morning.

Imran and Javed Miandad, the lord and his lieutenant, batted with the good sense born of five World Cups together. Later, they hugged animatedly, aware that their structured stand of 139 had influenced the game every bit as much as Wasim Akram's consummate all-round performance. Mushtaq Ahmed's beguiling leg-spin and Inzamam-ul-Haq's stunningly confident strokeplay.

Against such a performance, even the England who began this tournament with method and momentum would have struggled to cope.

The England who sustained themselves yesterday on the pickings of memory were thoroughly outplayed. The margin was only 22 runs, but the defeat was heavier. "It was," as Graham Gooch confessed, "pretty conclusive".

Gooch could be excused for wearing his most sorrowful expression last night. The hurt of losing his third World Cup final was plain.

England did their best. It just was not the best to that we had become accustomed until the tour bandwagon lost a wheel or two in Ballarat and suffered punctures in



Over and out: Imran, the Pakistan captain, signals the wicket of Illingworth and the end of England in Melbourne yesterday

Wellington and Albury that were never adequately repaired.

To win yesterday, in a state of reduced confidence and poorly concealed fatigue, England needed their leading players — Lewis, Botham and Gooch — to summon one final show. They did not have it in them.

Gooch and Botham began cup final day on the front pages and in the television headlines for walking out on the official banquet.

By the time they walked out together again, this time to open England's batting, the game had taken an ominous turn.

Imran won the toss and chose to bat, having been informed that Robin Smith, although declared fit, had not been included by England.

"The toughest decision I have

ever had to make," Gooch said.

Derek Pringle, who missed the previous two games through injury, did return — and it was just as well. Not only did he take two wickets with the new ball and another in the final over, he bowled so tightly that only 14 runs came from the bat in his ten overs.

Others were not so miserly. Lewis's final four overs were caned for 42. Botham conceded six an over and Illingworth five. All this after Pakistan had lost two for 24 and then stood at only 70 at the halfway point and 125 with 15 overs remaining.

Imran had a plan, however, and he carried it through to perfection. Although Miandad, now struggling with a back injury, was out to a violent reverse sweep and Imran joined him four overs later, the platform had been solidly laid for Inzamam and Akram, who then put on 52 in six overs.

England had looked like chasing no more than 220, very attainable on a good pitch with a fast outfield. Instead, they set off in a more pressurised pursuit of 250 — a target that was still more remote after a tempestuous start against Akram's darting inswing and Aqib's varied outswing.

It was now that Brian Aldridge, the New Zealand umpire, gave two dubious decisions — one inflaming the Pakistanis, the other dispatching Botham muttering thunderous expletives inside his helmet.

Botham plainly thought he had not hit the ball from Akram that brought his end. The posuring Sohal, who

had already been fined once for his behaviour in this tournament, was fortunate to escape further censure for first prancing in front of Botham, pointing him to the dressing-room, then firing some complimentary words at Stewart after Aldridge reprimanded him for what looked a plainer deflection.

Stewart did not linger, however, and when Mushtaq, having confused Hick with a top-spinner, left him floundering with a googly and very much leg-before, England were sliding.

The mortal blow was the end of Gooch, top-edging a sweep against Mushtaq, whom Imran later admitted was almost sent home prior to the tournament, so badly was he bowling.

Lamb and Fairbrother restored hope in a stand of 72, but back came Akram to provide the memory of the match. One ball swung in to Lamb, then jugged away to hit off-stump; the next cut viciously in to bowl Lewis off an inside edge. Game over, despite Fairbrother's pluck.

At the end of it, the Pakistani players flung themselves down in prayers of thanks and Imran mounted the rostrum with pride in his step and smile.

He dedicated the triumph to the cancer hospital in Lahore, his abiding obsession. The fund-raising will go on, he said, and because cricket is so important among the moneyed of his country, he must go on playing.

That means he will be back in England this summer, more sobering news at the end of a defeating final day for Gooch and his men.

Aamer Sohal c Stewart b Pringle					
Edged ball moving across from leg	4	0	0	20	19
Rameez Raja bow b Pringle					
Playing back and across his arms	8	0	1	38	28
Imran Khan c Illingworth b Botham					
Drive to deep mid-on	72	1	5	150	110
Javed Miandad c Botham b Illingworth					
Left-handed sweep to backward point	58	0	4	125	98
Inzamam-ul-Haq b Pringle					
Cross-batted and	42	0	4	45	35
Wasim Akram run out (Stewart)					
Impossible last-ball single	38	0	4	31	18
Saeed Malik not out					
	0	0	0	1	1
Extras (lb 15, w 6, nb 7)	32				
Total (8 wickets, 50 overs, 212 min)	248				

Gooch c Aqib b Mushtaq					
Driving catch of deep mid-wicket	29	0	1	52	9
Derek Pringle c Sohal b Mushtaq					
Edged away and into wicketkeeper	0	0	0	12	8
TAJ Stewart c Mohi b Aqib					
Swung forward to sweep wicket	7	0	1	22	18
G A Hick bow b Mushtaq					
Swung forward to sweep wicket	17	0	1	49	36
N H Fairbrother c Mohi b Aqib					
Swung forward to sweep wicket	82	0	3	87	70
A J Lamb b Wasim					
Swung forward to sweep wicket	31	0	2	54	41
C G Lewis b Wasim					
Swung forward to sweep wicket	0	0	0	1	1
D A Reeve c Fairbrother b Mushtaq					
Swung forward to sweep wicket	15	0	1	38	32
P A J DeFreitas run out (Saeed Malik)					
Swung forward to sweep wicket	16	0	1	29	18
R K Illingworth c Fairbrother b Imran					
Swung forward to sweep wicket	14	0	2	9	10
Extras (lb 5, w 13, nb 0)	24				
Total (49.2 overs, 213 min)	227				

FALL OF WICKETS: 1-5 (Gooch 3, 2-21 (Gooch 7), 3-59 (Gooch 23), 4-69 (Fairbrother 40), 5-141 (Fairbrother 40), 6-180 (Reeve 12), 7-180 (Reeve 12), 8-180 (Reeve 12), 9-205 (Pringle 14).  
BOWLING: Wasim 10-0-48-3 (lb 4, w 6) (5-0-21-1, 2-0-9-2, 3-0-19-0); Aqib 10-0-27-2 (lb 1, w 3) (7-0-15-1, 3-0-12-1); Mushtaq 10-1-41-3 (w 1) (8-1-29-2, 2-0-12-1); Illingworth 10-1-42-0 (7-1-25-4, 3-0-17-0); Sohal 10-0-50-4 (one spin); Reeve 5-0-22-0 (w 1) (one spin).  
INTERMEDIATE SCORES: 10 overs: 28 runs; 20: 48; 30: 98; 40: 170.  
Pakistan won the toss and elected to bat.  
Pakistan won by 22 runs.  
Man of the match: Wasim Akram.  
Umpires: S N Bucknor (West Indies) and B L Aldridge (New Zealand).

## Akram saves his best for the big show

JOHN WOODCOCK  
IN MELBOURNE

So Pakistan stand at last on top of the cricket world, their great talent for the game rewarded with the one-day championship. For England to lose to them yesterday was no disgrace. Pakistan played some fine cricket, and just when a crack or two were being opened up by Lamb and Fairbrother, Wasim Akram sealed them with two wonderfully good balls.

Pakistan came to England this summer, and in Test cricket as well as the one-day game they are going to provide formidable opposition.

More than half a century ago, C B Fry wrote that the best natural batsmen in the world were to be found on the sub-continent; and when Partition came in 1947 it was Pakistan who picked up the best fast bowlers, those like Wasim Akram and Imran Khan, who come from up in the northwest. Imran is not, in fact, a fast bowler anymore; but, at 25, Wasim Akram, when he is in the mood, is tremendously good.

I sat for a while during yesterday's match with Alec Bedser, whose great bowling here in 1950-1 owed more to movement off the seam than in the air. Wasim Akram and Aqib, on the other hand, kept beating the bat with outswing, and Wasim, sometimes, with late in-swing as well.

England, in the field, had played cricket's version of a spoiling game, concentrating on containment. Wasim Akram and Aqib, and then Mushtaq, with a googly that was quite beyond Hick's comprehension, kept bowling wicket-taking balls.

Wasim Akram personifies Pakistani cricket: he is extravagantly gifted, trying capriciously and prone to injury. He chose the World Cup final to be on his best behaviour and in his most devastating form.

He has a bat that weighs nearer 4lb than 3lb — I picked it up once in Lahore and it felt like an overloaded suitcase — and he used it now to flay, with a full, uninhibited stroke, 33 vital runs in 18 balls. In his previous seven innings in this World Cup, he had made only 29 runs.

It would never do to end without a special tribute to Mushtaq. When Abdul Qadir, the best and most entertaining of leg spinners of the past 15 years, started, he was older than Mushtaq is now, though eventually they overlapped.

Mushtaq, I think, may never become quite as good as Qadir, but he could well be less temperamental. That he should be arguably, nay unarguably, the bowler of the World Cup, a competition that is more about defence than attack, is a cause for celebration on a night when, for once, inspiration has been seen to get the better of perspiration.

After losing three of their first five matches, Pakistan looked odds-on to miss the semi-finals. "I just told the players to be like cornered tigers with nowhere to go," Imran said.

He admitted that his team had hit "rock bottom" after their loss to South Africa on adjusted run rate in Brisbane. "The hardest thing for a captain is not when the team is going well, but when it's going badly. And there was a time when morale was very low."

He was then so inaccurate and yet so good with the new ball that England's early batsmen hardly knew what to expect next. A legside wide was as likely as not to be followed by something that Gooch, Botham and Hick could not lay a bat on. There was acrimony when Botham departed, having been given out caught at the wicket, amid much ranting and raving, and again when Stewart took on allcomers after being not out, also caught at the wicket, when the Pakistanis thought he had been.

Pakistan do tend to show the unacceptable face of the game on these occasions, but they are not alone in that. It is something that umpires are all too seldom man enough to tackle.

Wasim Akram's part, therefore, in Pakistan's victory was crucial. So was Javed Miandad's, and so, of course, in all kinds of ways, was Imran's. They know what Imran expects of them and generally make an effort to produce it. It has been said, though, to see how such a brilliant player as Salim Malik seems to have been frozen out of the action.

In Pakistan's ten matches, he has faced only 147 balls, 37 more than Imran did yesterday. Any other side in the competition would have liked to have a player half as good as Salim to put in at No. 4.

Of the younger school, Inzamam, Mushtaq, Aqib and Mohi, in his rather too showy way, helped to make this very much a team effort by Pakistan. While Imran was batting, I thought he was satisfied with too little for too long. It meant that, after 20 overs, Pakistan were still only 49 for two.

But as happened in their semi-final in Auckland, Inzamam came along and made up for any time that had been lost. Imran believed Inzamam to be as good if not better than India's Tendulkar, though they are, it is fair to say, two quite different types of batsman.

It would never do to end without a special tribute to Mushtaq. When Abdul Qadir, the best and most entertaining of leg spinners of the past 15 years, started, he was older than Mushtaq is now, though eventually they overlapped.

Mushtaq, I think, may never become quite as good as Qadir, but he could well be less temperamental. That he should be arguably, nay unarguably, the bowler of the World Cup, a competition that is more about defence than attack, is a cause for celebration on a night when, for once, inspiration has been seen to get the better of perspiration.

After losing three of their first five matches, Pakistan looked odds-on to miss the semi-finals. "I just told the players to be like cornered tigers with nowhere to go," Imran said.

He admitted that his team had hit "rock bottom" after their loss to South Africa on adjusted run rate in Brisbane. "The hardest thing for a captain is not when the team is going well, but when it's going badly. And there was a time when morale was very low."

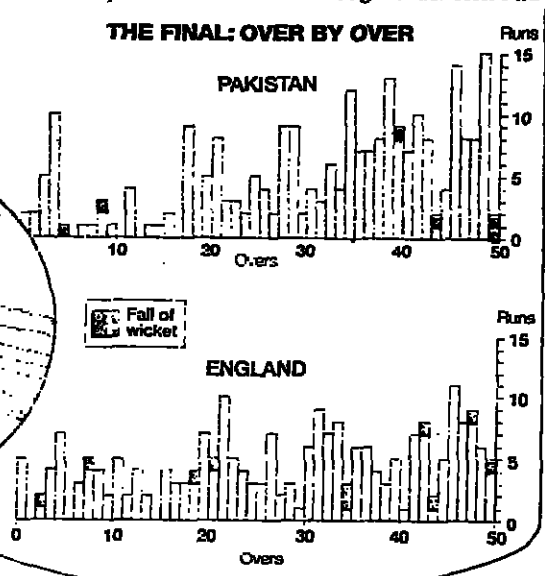
Wasim Akram, who followed his punishing innings with three wickets, including two with successive balls, won the man-of-the-match award. But, fittingly, it was Imran, who will be 40 later this year, who ended the contest by dismissing the last England batsman, Illingworth. "It's certainly the most fulfilling and satisfying cricket mo-

ment of my life." Pakistan's captain said.

\*\*\*\*\* 1X

Whos  
in the

Erotic fa



Want to see The World Champions without their pyjamas on?  
American Express Gold Cardmembers this way.



The Gold Card  
Entertainment  
Service  
071 486 2992

We'll put you in a great seat at Lords for England vs Pakistan on Saturday, 20th June, with a champagne picnic lunch for just £95. Going to a Test should be as easy as ABC. All tickets subject to availability.

Cards

## Gooch proves gracious in defeat

BY OUR SPORTS STAFF

GRAHAM Gooch summed up the mood of the England party after the World Cup final defeat by saying, with just the hint of a smile: "It's not the end of the world... but it's close to it".

At the age of 38, the England captain has learned to live with disappointment, but several members of his team struggled to haul themselves through the losers' lap of honour as Imran Khan and his players danced across the turf, passing the Waterford Crystal trophy between them while savouring the cheers from the crowd of 87,000.

The England players followed at walking pace, knowing the prize they had set themselves at the end of a hard winter's cricket had eluded them. For Gooch, it was a third losing World Cup

final. He was in the side well beaten by the West Indies at Lord's in 1979 and just edged out by Australia four-and-a-half years ago in Calcutta.

At least some members of the party will play in future World Cups. But for Gooch, this was the final opportunity.

"I think mine is the sort of record that won't be bettered," Gooch said, with a further touch of humour. "I don't think I'll get the chance to play in a fourth World Cup. But we gave it our best shot. I'm proud to have led the side and just disappointed we didn't match up on the big occasion."

The players are very dejected, but you've got to learn to live with defeat in sport at whatever level you play. We were beaten fair and square. Pakistan performed better all round. We put down a couple of hard chances and they got

a few too many. A target of around 230 would have been a good score to chase. Then they got wickets early on and generally bowled very well. But it's still been a tremendous tournament to play in, and the support we've had has been fantastic."

Gooch looks set to stay at the helm for the Test series against Pakistan in England this season. "I think I will carry on next summer, but I will reassess the situation when I get home," he said.

Wasim Akram, who followed his punishing innings with three wickets, including two with successive balls, won the man-of-the-match award. But, fittingly, it was Imran, who will be 40 later this year, who ended the contest by dismissing the last England batsman, Illingworth. "It's certainly the most fulfilling and satisfying cricket mo-

ment of my life." Pakistan's captain said.

"In terms of what it means to me and the people back home, this is the pinnacle. We've never won the cup before and I'm sure everyone will be going crazy."

After losing three of their first five matches, Pakistan looked odds-on to miss the semi-finals. "I just told the players to be like cornered tigers with nowhere to go," Imran said.

He admitted that his team had hit "rock bottom" after their loss to South Africa on adjusted run rate in Brisbane. "The hardest thing for a captain is not when the team is going well, but when it's going badly. And there was a time when morale was very low."



ELECTION  
Matthew Paris  
on the 'pink'  
homosexual  
vote



# LIFE & TIMES

THURSDAY MARCH 26 1992

APPOINTMENTS

The cream of  
managerial  
jobs over  
eleven pages

## Whose hand on the Oscars?

As the film industry prepares for its  
annual orgy of self-congratulation,  
Anthony Holden looks at the runners and  
riders and nominates his own Oscar  
favourites for the 64th Academy Awards

Who will strike Hollywood gold at Monday's 64th Academy Awards? Will Nick Nolte's political correctness prevail over Warren Beatty's long-service record? Or can Anthony Hopkins make it three in a row for Britain? Does anyone care?

High-minded film buffs may dismiss the Oscars as so much Hollywood hype, but mainstream moviegoers certainly seem to care as much as the industry itself. Monday's telecast will be watched by one billion people in a hundred countries. The stars whose names emerge from those famous envelopes can expect an Oscar to add instant digits to their already prodigious fees, and confer a distinct hint of immortality.

To the studios, a nomination alone can be worth as much as \$30 million (£17.4m) at the box office — almost as much as the average total gross (\$36m) for all wide-release films. Victory can double that. Among recent Best Pictures, *The Last Emperor* grossed 68 per cent of its \$44m after being nominated, *Platoon* 71 per cent of its \$138m, *Rain Man* 41 per cent of its \$172m. Even proven hits can be given a new lease of box-office life by an Oscar: *Out of Africa* added 43 per cent to its \$50m after nomination, while *Amadeus* more than doubled its \$23.6m.

Hence the million dollars or more the studios are prepared to invest in promoting a film's Oscar prospects. At \$5,000 a colour page, the Hollywood trade papers thrive on the saturation advertising campaigns demurely seeking the "consideration" of the voters, who are meanwhile bombarded with videos, glossy booklets, bottles of champagne and invitations to lavishly catered screenings.

Any contest between actors is, of course, "meaningless", as Humphrey Bogart put it, "unless they all play the same part... The only true test of ability would be to have all the nominees don black tights and recite *Hamlet*." This, of course, was before Bogie surprised himself and the movie world by beating Marlon Brando to Best Actor in 1951. Thereafter, like so many others before him, he changed his tune.

Even in Hollywood, however, nobody pretends that the Oscars are purely about artistic merit. Though they rarely honour downmarket blockbusters — this year's omissions being *Terminator 2: Judgement Day* and *Robin Hood, Prince of Thieves* — the Academy Awards are equally dismissive of upmarket box-office flops. Launched in 1929 by MGM's Louis B. Mayer, to repair the industry's tarnished reputation, the Oscars are now about hype, image and — above all — money.

A long list of apparent irrelevancies such as a star's age, public image, track record, popularity within the industry and box-office bankability count for as much as

product or performance with most Oscar voters, whose average age has been computed at 60. "The Academy's active membership is elderly," as one insider put it. "Everyone in it is as old as God and hasn't worked in 20 years."

They may have liberal politics but their cinematic taste is distinctly conservative, as witnessed by such recent Best Film choices as *Attenborough's Gandhi* over Spielberg's *ET*, *Redford's Ordinary People* over Scorsese's *Raging Bull* (voted by US critics the finest film of the 1980s), and last year's *Dances with Wolves* over *Grifters* and *GoodFellas*.

The Oscar electorate is comprised of the 5,000-plus members of the 12 branches of the Academy of Motion Picture Arts and Sciences, whose membership rules are uncannily like those of a Pall Mall club. Oscar nominees are automatically invited to join; other candidates must be proposed by two existing members in good standing, and boast a track record of tolerable reviews in at least three box-office hits.

At \$150 a year, membership entitles

cardholders to free screenings of nominated films at the Copley Theater, the Academy's private cinema within its Beverly Hills headquarters, recently upgraded to the world's most sophisticated screening room. (London-based members also have their own private screenings of Oscar contenders in Soho Square).

To be eligible for consideration, a film must run in at least one cinema in the Los Angeles area for a minimum of a week prior to midnight on New Year's Eve. Hence the timing of the release of most Oscar candidates: in mid-December, both to capitalise on the Christmas market and to be fresh in the minds of the electorate during the voting period.

The one exception to this rule is Woody Allen, whose covert method of thumbing his nose at the whole business is to release his movies in February or March, the worst possible time in the Oscar cycle. On Monday nights, when

the ceremony is held, Woody has a standing prior engagement — playing his clarinet at Michael's Pub in New York. None of which, to the Academy's credit, has ever stopped him winning Oscars.

Ballot papers go out in early January, with a reminder list of eligible films, their cast and personnel. Nominations are then decided by the votes of members of the relevant Academy branch: actors, in other words, vote for actors, directors for directors, writers for writers, and so on.

Once the nominations have been announced in mid-February, six weeks before the awards are presented, the winners in all categories are decided by a further vote of all Academy members, regardless of the branch to which

A gripping finish: from top, Anthony Hopkins, Jodie Foster, the favourite for the best actress award, and Warren Beatty

they belong. The Academy never reveals voting figures. So no one apart from the official scrutineers, Price Waterhouse, knows what percentage of the electorate actually returns its ballots (rumoured to be less than half) or who beat whom by what margin.

The surest winner this year looks like being Nick Nolte, whose bravura performance in *Prince of Tides* has several Oscar bonus features going for it. For a start, he can also boast a leading role in another nominee, *Cape Fear*. But if Hollywood loves anything more than versatility, it's a comeback: and Nolte's return from a decade of drink-stained womanising has been shrewdly touted by his campaign team.

Our own Anthony Hopkins could also, if he chooses, claim the status of reformed hellraiser. But it is over a year since most voters saw *The Silence of the Lambs*; and Hopkins' chances have been dented by Daniel Day-Lewis and Jeremy Irons. Hollywood is highly unlikely to export its Best Actor award three years in succession.

Studio tacticians might have done better to run Hopkins in the

Supporting category, where he would likely have carried the day over this year's indifferent crop. (Local sentiment favours *City Slickers*' Jack Palance, 39 years after his only previous nomination). All actors, however, regard this secondary award as vastly inferior.

The statutory Oscar scandal is caused this year by the omission of Barbra Streisand from the Best Director stakes — even though her film *Prince of Tides* is a Best Picture nominee. West Coast feminists have not forgotten the 1984 row when Streisand's 15-year quest to make *Yentl* resulted in five Oscar nominations, none of them for her. No wonder there is now an annual picket of the awards by a group whose banners shriek: "Who will win Best Male Director?" Only one female has ever been nominated for the directing Oscar: Italy's Lina Wertmüller, for *Seven Beauties* in 1976.

The hapless Martin Scorsese, widely regarded as the finest director at work today, has yet to win his first Oscar — and is not even nominated this year. Scorsese's *Cape Fear*, like his

*GoodFellas* last year, is considered a tad too violent for the voters' taste.

Professional jealousy has also seen the exclusion for the umpteenth time of the most commercially successful director in history, Steven Spielberg, whose *Hook* is conspicuous by its omission from the major categories, though he has gamely accepted the Thalberg award, the Academy's consolation prize for wronged directors.

Oscar triviaists have plenty else to relish this year: the first mother-and-daughter team to win nominations, *Rambling Rose*'s Diane Ladd and Laura Dern; the youngest ever direction nominee, *Boys n' the Hood*' 23-year-old John Singleton; and the first animated feature ever nominated for Best Picture, Disney's *Beauty and the Beast*. Only Ladd has any chance of victory, at her third nomination, thanks to the hallowed principle of Buggins's Turn.

Pace the Gott trial, this looks like being a good year for American gangsters, with Warren Beatty's *Bugsy* beating Oliver Stone's *JFK* to another "biopic" sweep including the supreme prize, Best Picture. The Oscars have always favoured celluloid true lives, from *The Great Ziegfeld* and *The Life of Emile Zola* in the 1930s, via *Lawrence of Arabia*, *A Man for All Seasons* and *Patton*, to *Chariots of Fire*, *Gandhi*, *Amadeus* and *The Last Emperor* in the 1980s.

Our actors apart, Britain hasn't quite lived up to the Oscar promise of the early 1980s and Colin Welland's famous warty, "The British are coming!" But other nominated Brits to root for on Monday, apart from Ben Kingsley (Supporting Actor, *Bugsy*) and Ridley Scott (director, *Thelma & Louise*), are Adrian Biddle (cinematography, *Silence of the Lambs*), George Fenton (score, *The Fisher King*), Gerry Hamblin (editor, *The Commitments*), and Anthony Powell (costume, *Hook*). A win for Leslie Bricusse (lyrics for "When You're Alone", from *Hook*, nominated for Best Song) would give him his third Oscar in ten nominations.

Still you don't care enough to stay up all night watching the live satellite relay from Hollywood? If you were on a percentage of the winner's extra box office, you just might. The next best thing is a wager here in London, the only place in the world where you can legally bet on the Oscars.

### OSCAR ODDS

**BEST PICTURE**  
8-1 *Beauty and the Beast*  
11-10 *Bugsy* (favourite)  
6-1 *JFK*  
4-1 *The Prince of Tides*  
7-4 *The Silence of the Lambs*

**BEST ACTOR**  
10-11 Nick Nolte, *The Prince of Tides* (favourite)  
5-2 Warren Beatty, *Bugsy*  
8-1 Robert De Niro, *Cape Fear*  
7-2 Anthony Hopkins, *The Silence of the Lambs*  
7-1 Robin Williams, *The Fisher King*

**BEST ACTRESS**  
10-1 Geena Davis, *Thelma & Louise*  
5-1 Laura Dern, *Rambling Rose*  
8-13 Jodie Foster, *The Silence of the Lambs* (favourite)  
7-2 Bette Midler, *For the Boys*  
6-1 Susan Sarandon, *Thelma & Louise*  
● Source: William Hill

### NOMINATIONS

**BEST SUPPORTING ACTOR**  
Tommy Lee Jones, *JFK*  
Harvey Keitel, *Bugsy*  
Ben Kingsley, *Bugsy*  
Michael Lerner, *Barton Fink*  
Jack Palance, *City Slickers*

**BEST SUPPORTING ACTRESS**  
Diane Ladd, *Rambling Rose*  
Juliette Lewis, *Cape Fear*  
Kaia Nelligan, *The Prince of Tides*  
Mercedes Ruehl, *The Fisher King*  
Jessica Tandy, *Fried Green Tomatoes*

**BEST DIRECTOR**  
Jonathan Demme, *The Silence of the Lambs*  
Barry Levinson, *Bugsy*  
Ridley Scott, *Thelma & Louise*  
John Singleton, *Boys n' the Hood*  
Oliver Stone, *JFK*

### HOLDEN'S CHOICE

Best Picture: *Bugsy*. Best Actor: Nick Nolte. Best Actress: Jodie Foster. Best Director: a tight race, but I'll go for Jonathan Demme, *The Silence of the Lambs*.

### INSIDE

Arts.....2.3  
Books.....4.5  
Modern Times.....6  
Appointments.....7-17  
Law Report.....18  
TV, radio.....20

TOMORROW  
Valerie Grove

## Erotic fantasy? Don't make me laugh

I once knew a woman who was employed to concoct the readers' letters page of one of our more venerable "men's" magazines. "Dear Slobber Magazine," she would write, "I was fixing some shelves in the bedroom of our local beauty queen the other day, when she came home unexpectedly with her best friend. Imagine my surprise when... and then boffo! Writer's block. She was a good writer but down, in those days, on her luck (her fifth, ascetically unusual novel comes out in the spring) and when the block came she'd ring me up for a plot-line she could write as if from the chewed pencil-stub of one of her imaginary correspondents.

"My problem," she would always say, "is that I can only do two sorts of fantasy. I can do the boring ones based on all the standard sexual clichés — and here she would read me one of her efforts that involved lace-trimmed lingerie from the Littlewoods catalogue and patent silken heels — and I can do the ones which are so bizarre that if the magazine printed one everyone would think we'd made it up." And each time she phoned I would give her the us-in-art-so-in-life thesis, which is to say that generally speaking other people's sexual fantasies err

on the side of mundanity only when they don't lean towards outright bizarreness, and none but our own really do the job.

This is a thesis that I had confirmed this week when I read *Women on Top* (Hutchinson £8.99) which is (dirty work but apparently somebody has to do it) the result of Nancy Friday's correspondence with female fantasists across the United States. The way Ms Friday tells it, American womanhood learnt its facts of life from the back covers of sex-in-the-suburbs bodice rippers that decorated station bookshelves in the pre-Charterley 1950s, and her work is one of those pseudo-scientific and tendentious books that the sex-assembly pursuit industry pumps out nowadays.

Had the stories appeared, word for four-letter word, in the letter columns of my friend's magazine rather than decorously bound on the Women's Politics shelves of the local Waterstone's, I would have discounted them (had, of course, I come across them in the first place) as the sad, mad ravings of the perpetually frustrated. As it is, I can unblushingly bring *Women on Top* into the office, safe in the knowledge that I am reading a serious anthropological investigation into modern psycho-sexual

### PRIVATE LIFE

John Diamond on  
the dulling effect of  
intimate detail



behaviour rather than a mucky book where women get to take their knickers off in front of the hired help.

In fact that's probably less than a fair assessment of Ms Friday's work, because the fact is that anyone with any sort of sex life has a set of sexual fantasies to go with it. And each person's fantasies are peculiar, as it were, to themselves. I'd always thought my own fanta-

sies (and, to pre-empt your next question: no, not here) were pretty much up to scratch, but I discovered from skimming through the more obviously interesting bits of *Women on Top* that my imagination is not quite the lithe and sensuous beast that I imagined it to be.

Not that the fantasies of Pauline ("I am 23 years old and a law student at a very prestigious school") or Renee ("I am 18. I was born under the triple cusp of Taurus") are particularly outrageous, involving, as ever they did in my friend's magazine, reverend ministers curing penitents of their lustful thoughts without recourse to the Good Book, and strip-searching policemen wielding their handcuffs in a priapic frenzy. It might be that there are, as Ms Friday suggests, substantive differences between the horny-handed fantasies of oppressed males and the altogether more creative fantasies of oppressed women, but as far as I can see the women's fantasies involve much the same sort of clichéd power-playing motivation as men's do.

No, the remarkable thing about this collection of reveries is how detailed they all are. Real fantasies, yours and mine, are momentary, coruscating flashes of erotic

revelation, but the scenarios imagined in this book involve vast casts of extras queuing round the block and along the street waiting their turn. They are told as by Cecil B DeMille to Hugh Hefner and come complete with minutely defined stage directions and itemised prop lists. They have long prefatory plots and sweet, postcoital endings. But they are fantasies only in the way that rambling schoolboy essays on "What I Would Do With A Million Pounds" is a fantasy. For, as structural analysis kills humour, once eroticism is taken from its spawning ground in the libido and given a proper structure set in time and place, so it becomes a deadened passion.

And if you don't believe me, and are reading this on the train or bus into work, or in the office, try this experiment: drum up any sexual fantasy you've ever had. Give it a place and a time, and then look, at random, at any two of your fellow passengers or workmates — preferably two of different sexes. Now imagine these two (and if your fantasy involves more than two you'll have to do the maths yourself) playing it out.

Right here's the difficult bit: now try to do it without laughing.

THE ROYAL OPERA

ROSSINI  
WILLIAM  
TELL

TICKETS AVAILABLE FROM £22

SPONSORED BY THE ROYAL OPERA HOUSE FUND AND THE JEAN SAINSBURY ROYAL OPERA HOUSE FUND

2, 6, 10, 13, 16, 20  
APRIL AT 6.00PM

BOX OFFICE:  
071 240 1066/1911

ROYAL OPERA HOUSE



**RSC LONDON:** The company marks its 10th anniversary with the first London production of *Henry IV Part 1* (Part 2 enters the repertoire on April 30) directed from London's first season in Stratford-upon-Avon as artistic director. The cast includes Robert Stephens as Falstaff, Michael Mearns as Prince Hal, and Julian Glover as Henry IV. Mearns in the Part 1, The Vintages, Stratford-upon-Avon, comedy of bad behaviour in the home, directed with verve by Phyllida Lloyd. Begins previews.

**Barbican, Silk Street, London EC2** (01-438 8891), both performances 7.30pm.

**RSC STRATFORD:** The season begins with *Amelia Harris and Anton Lesser in The Taming of the Shrew*, heading a new cast in the company's brilliant touring production (Royal Shakespeare Theatre, previews from tonight; opens April 1) and *The Beggar's Opera* directed by John Card (Surrey Theatre, previews from tonight; opens April 7).

**Royal Shakespeare Theatre, Stratford-upon-Avon** (both theatres: 0789 256253), both performances 7.30pm.

**REMBRANDT - THE MASTER AND HIS WORKSHOP:** The Royal Shakespeare Theatre, Masters, Rembrandt has been news for the last decade, owing largely to the expertise of the Rembrandt Committee, which has been demolishing large numbers of once-revered Rembrandts into the work of pupils and followers. (The makes news because of the assumed loss of monetary value involved.) The show comes to London from Berlin and Amsterdam, and

## TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Karl Knight

consists of 46 paintings accepted by the committee, plus 12 now ascribed to lesser men, with background material to elucidate the criteria. A fascinating contribution to the debate, rather than a clear-cut conclusion.

**Sainsbury Wing, National Gallery, Trafalgar Square, London WC2** (01-438 8891), 10am-6pm (Wed-Fri to 5pm), opens today until May 24.

**DEATH IN VENICE:** Britain's first opera is given a last, new interpretation by the experienced Colin Graham, making this production one of the finest in London this season. A superb cast includes Philip Langridge as Aschenbach, Alan Ogle as the Traveller and Michael Chance as the Voice of Apollo. Stages: Royal Opera House, Covent Garden, London WC2 (01-240 1089/1911), 7.30pm.

**OPERA:** Powerful performance from English National Opera in a revival of David Freeman's admired production of the Monteverdi opera, complemented by Hayden Griffin's rich designs. Anthony Rolfe Johnson returns in the title role, with Maria Angel as Eurycleo and Sally Burgess as the Messenger. Harry Bicket conducts.

**Coliseum, St Martin's Lane, London WC2** (01-438 3161; co 01-240 5268), 7.30pm.

**THEATRICAL GUIDE**

Jeremy Kingston's assessment of current London theatre

House full, returns only  
Some seats available  
Seats at all prices

(01-438 4401) Mon-Thurs, 8pm, Fri, Sat, 5.30pm and 8.30pm, 135mins.

**HEARTBREAK HOUSE:** Paul Scofield and Vanessa Redgrave head Trevor Nunn's splendid new production of the play, set in a remote, state-of-the-art theatre, Theatre Royal, Haymarket, SW1 (01-707 1000), Mon-Sat, 7.30pm, mat Wed, Sat, 2.30pm, 225mins.

**MEASURE FOR MEASURE:** Trevor Nunn's engrossing production: David Hyde Pierce, Philip Davis, and Claire Skinner in Freud's Vienna. Young Vic, The Cuff, SE1 (01-762 0411/028 8383), Mon-Sat, 7.15pm, mat Thurs, Sat, 2pm, 210mins.

**MOBY DICK:** A girl's school puts on a fund-raising show. Tony Monopoly plays a headmaster playing Captain Ahab. Bashed music. Piccadilly, Denham Street, W1 (01-967 1118), Mon-Sat, 8pm, mat Sat, 4pm, 135mins.

**PHANTOM OF THE OPERA:** Ghostly version of the old thriller: tunes by Offenbach, Verdi and Weber but by Lloyd Webber. Shaftesbury Avenue, WC2 (01-379 5359), Mon-Fri, 7.30pm, Sat, 8pm, 150mins.

**THE POCKET DREAM:** Foul-mouthed burlesque of A Midsummer Night's Dream, with Mike McGee and Sandra Bernhard. Shaftesbury Avenue, WC2 (01-379 5359), Mon-Fri, 7.30pm, Sat, 8pm, 150mins.

**THE RECRUITING OFFICER:** A comedy about the French Revolution. Theatrical production, rather too good to be true to the play's darker content. National Theatre, South Bank, SE1 (01-928 2252), Today, 2pm and 7.15pm, 165mins.

**SOME LIKE IT HOT:** But what we get is a musical. Tommy Steele in poor musical version of film.

**CINEMA GUIDE**

Geoff Brown's assessment of films in London and (where indicated with the symbol  $\square$ ) on release across this country

**TILL THERE WAS YOU (PG):** Stale romantic drama with a young South Pacific scenery. With Mark Hamill, Michael Caine, and John Cazale. A first feature by Australian John Zeig.

**THE MOUNTAIN MAN (PG):** A novel Director, Bruce Beresford. MGM Tottenham Court Road (01-438 6148) MGM Tottenham Court Road (01-438 6148).

**LA BELLE NOISEUSE (15):** Decades Rivette's hypnotic exploration of a painter and his model, struggling to complete an abandoned canvas. Close to a masterpiece. With Michel Piccoli, Emmanuelle Béart, Jean-Claude Dreyfus. (01-437 0757) Renoir (01-437 0757).

**BUGSY (18):** Warren Beatty as Bugsy Siegel, the gangster who invented Las Vegas. Siegel, with a cast of stars, behind starring Annette Bening, director, Barry Levinson. Odéon Leicester Square (0426 515683).

**J'EMBRASSE PAS (18):** Litter-day drama becomes a Paris hustler. Accompanied, but unimpressive. With Michel Blanc, Emmanuelle Béart, Philippe Noiret, director, André Tacchini. MGM Piccadilly (01-437 3561) MGM Tottenham Court Road (01-438 6148).

**LATE FOR DINNER (PG):** Two ordinary Jews awake to a 25-year deep freeze. Unimpressive comedy. With director, David Zucker. With Warren Beatty, Peter Berg. MGM Fulham Road (01-730 2636).

**SHINING THROUGH (15):** Quipster, preposterous western drama, with a young Griffin (young) for US Government in Berlin. Stars Michael Douglas, director, David Seidler. Barbican (01-438 8891) Barbican (01-438 8891).

**THE DOUBLE LIFE OF VERONIQUE (15):** Krzysztof Kieslowski's brilliantly

## ROCK

### Back into his own

Tom Petty and The Heartbreakers

Wembley Arena

TOM PETTY has long been overshadowed by the company that he keeps. In the Seventies his credentials as an all-American "blue collar" hero invited unfortunate comparisons with Bruce Springsteen, while more recently he has slipped so smoothly into the role of sideman to the superstars — touring with Bob Dylan, recording with The Traveling Wilburys — that his own star status has tended to go by the board.

Yet his most recent album, *Into the Great Wide Open*, released last year, is a certified million-seller, and when it comes to his own show Petty is no shrinking violet. A skinny, blond figure in the traditional uniform of waistcoat, jeans and cowboy boots, he marked the fifteenth anniversary of The Heartbreakers' first British tour with a confident display of orthodox, yet distinctive rock 'n' roll.

The traditional influences were not hard to spot. The Rickenbacker guitar jangle of "Free Falling" and Petty's light tenor vocal tone on "I Won't Back Down" were both derived from the pioneering work of Roger McGuinn of The Byrds, while Mike Campbell's piercing slide guitar tone on "Into the Great Wide Open" and "Face in the Crowd" remained unnaturally redolent of George Harrison in his prime. On other numbers, notably "13 Days" and "I'll All Work Out", Petty conjured a neo-Dylan drawl of masterful resonance.

But along with the recycled riffs and stock guitar poses there were

## THEATRE

### Eros aims young

Four Baboons Adoring the Sun

Lincoln Center, New York

HOW many other playwrights would dare to open the dramatic proceedings by bringing a grinning Eros, complete with gilded ears, hairnet, jockstrap and leg-fur, out of a smoky red hole in the middle of the stage? How many would let him spend the rest of the evening padding about and operatically chanting dangerous advice in the general direction of a human cast consisting of two adults and no fewer than nine children?

Well, John Guare and his director, Sir Peter Hall, did just that. To the obvious astonishment of the New York cognoscenti, Guare is best known in America as the author of *Six Degrees of Separation*, which belatedly won him a Pulitzer Prize in June.

That play shows a black trickster duping white liberals into believing him to be the Sidney Poitier's son. This time, the stakes are higher, not to say odder. The common base is Olympus, and his prime victim a loveless 13-year-old boy.

The question to be asked is whether a sad, even sordid story has been given mythic meaning, or whether it just stays sad and sordid. Subtitled Eros, the references to Aphrodite and

## CABARET

### Titillating exposures

Sandra Bernhard

Queen's

FOR an entertainment billed as a one-woman show, Sandra Bernhard's *Giving Till It Hurts*, which packed a Shaftesbury Avenue theatre four times last weekend, seemed overdone. The four members of The Strap-Ons, as she styles her band, shared the stage with the "confrontational comic performer" herself.

In this instance, "confrontational" is not a gloss on "ill-mannered" or "undisciplined". The American Bernhard is undoubtedly eager to shock, which is why she sprinkles her show with casual references to unconventional sex and robust assessments of other performers, past and present. But at the same time she is almost as indecently eager to amuse, entertain and be loved. For all the "shocking" words and gestures, the effect is more like a Bette Midler for the Millennium than a Lennie Bruce for the Last Days. She is as funny as both.

Musically, she is more talented than most comedienne, with a pleasing voice and an enviable line in ingenious parodies. Her band is extraordinary in appearance (female drummer and keyboard player of a certain age, both sporting ash-blond, "big" hair: a knife-thin,

## TELEVISION

### Inspector Morse

Central/ITV

encouraged by the open manner in which the teacher admitted his own previous failings. Among his clients were a wealthy American (Kate Harper) exercising responsibility for a delinquent son; a post-breakdown opera singer (Frances Barber, bosom buddy with defecation and/or suppression); a university lecturer (with a stroke-stricken wife (Alan Rowe) and the excellent Jane Wrenham); and a nasty "popular

novelist" whose opinion of her own work was "trash" and whose death in a bizarre accident was the trigger for the whole farce, exquisitely filmed by Peter Greenhalgh.

Janis Kelly provided the beautiful voice for Barber to pretend to produce bits of *Rigoletto* and *Turandot*. Even the determinedly unadventurous Lewis found Barber and her singing attractive, but Morse was clearly infatuated ("I have all your recordings... you were sublime") and got a passionate kiss for his trouble.

Naturally, the singer's minor

## ARTS

### dead-

Tom Petty: worthy standard-bearer for traditional rock 'n' roll



Tom Petty: worthy standard-bearer for traditional rock 'n' roll

## TELEVISION

### Delicious dog's dinner

Inspector Morse

Central/ITV

encouraged by the open manner in which the teacher admitted his own previous failings. Among his clients were a wealthy American (Kate Harper) exercising responsibility for a delinquent son; a post-breakdown opera singer (Frances Barber, bosom buddy with defecation and/or suppression); a university lecturer (with a stroke-stricken wife (Alan Rowe) and the excellent Jane Wrenham); and a nasty "popular

novelist" whose opinion of her own work was "trash" and whose death in a bizarre accident was the trigger for the whole farce, exquisitely filmed by Peter Greenhalgh.

Janis Kelly provided the beautiful voice for Barber to pretend to produce bits of *Rigoletto* and *Turandot*. Even the determinedly unadventurous Lewis found Barber and her singing attractive, but Morse was clearly infatuated ("I have all your recordings... you were sublime") and got a passionate kiss for his trouble.

Naturally, the singer's minor

## ENTERTAINMENTS

**ADOLPHUS (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**THE HAPPIEST SHOW IN TOWN (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148).

**ALBERT (PG):** A comedy about a man who is a bit of a mess. With Michael Caine, director, Alan Parker. MGM Tottenham Court Road (01-438 6148



Cinema new releases: *My Own Private Idaho*, *High Heels*, *Necessary Roughness* and *Freejack*, reviewed by Geoff Brown

## Dead-end kids on the road home

Gus Van Sant's *My Own Private Idaho* (18, MGM Shafesbury Avenue, Screen on the Green) begins the way it means to continue. First comes a dictionary definition of narcolepsy. Then River Phoenix stands contemplating Idaho tarmac, stretching through scrubland: "I know this road," he says. He collapses in one of his narcoleptic sleeping trances. The sky races by in time-lapse photography; home movie fragments suggest a childhood; salmon leap upstream. Van Sant's remarkable but aggravating film trumpets its singularity during the opening titles.

*Dragstone Cowboy*, in 1989, made the director's name after commercials and pop promos. Van Sant's lyrical feeling for American low-life led to Hollywood offers. But he chose independence, polishing his early allusive, experimental style. For *Idaho*, he corralled the teenagers' pin-ups River Phoenix and Keanu Reeves. True, Reeves bares his chest (both characters work as gay hustlers); otherwise, their fans may be more confused than titillated.

Van Sant's concerns are clear enough. Disrupted families lie at the film's heart. Narcoleptic Mike, product of incest, has a mother to search for, while Scott (Keanu Reeves), son of the mayor of Portland, avoids responsibilities by running with the town's seediest pack. Van Sant's mercurial editing whisks these drifters from Idaho to Oregon to Italy and back in their existential search for a place to call home.

They also make a linguistic leapfrog through time: in scenes with the rumbustious gang leader Bob Pigeon, Scott plays Prince Hal to his Falstaff. "What do you care?" Scott proclaims when Pigeon asks the time. "You wouldn't even look at a clock, unless hours were lines of cocaine, dialed like the signs of a gay bar, or time itself was a fair hustler in black leather."

Van Sant boasts a painter's eye for the texture of places; he springs comic surprises and encourages actors to excel. But eventually the film topples over with private fancies and excess. Van Sant is a genuine talent, but on this occasion he is too much in love with his own derring.

When Pedro Almodóvar's latest film *High Heels* (18, Lumiere, Screen on the Hill) opened in Madrid last year, director and stars paraded down the streets in gigantic leopard-skin floats, shaped like high-heeled shoes. Even in staid old Britain, a little publicity stunt was attempted: media lights were sent a pair of handbags. History teaches us to be wary when such ballyhoo hits a cult



Making only trance-like progress along life's highway: River Phoenix, as Mike, stumbles upon a leading role in Gus Van Sant's latest film, *My Own Private Idaho*

director: mainstream success can flatten the kinks out of anybody. Six years after his breakthrough film *What Have I Done To Deserve This?*, Almodóvar remains Spain's master of camp melodrama, though he has considerably muted his style's snap, crackle and pop, and increased the volume of talk. "For me," Almodóvar now says, "two good lines of dialogue fulfil the same function as the special effects of *Terminator 2* and can achieve the same impact." English-language viewers may be hard-pressed to agree.

For plot, Almodóvar serves up the customary ingredients: flaming passions, bizarre sexual behaviour, a murder or two and vigorous swipes at Spanish institutions. Victoria Abril plays a television newscaster thrown into a tizzy by the return visit

of her mother (Marisa Paredes), an ageing pop singer who neglected her as a child. Eventually, mother's ex-lover, now Abril's husband, is discovered dead. Abril confesses her guilt while reading the television news (by far the film's best scene); but this only deepens the mysteries in this elongated tale of family secrets.

Almodóvar peppers his brew with trademark diversions: a dance routine in a prison; a grotesque sexual assault in a drag queen's dressing room. He also presents his usual fashion show. Abril's newscaster models Chanel's finest; mother is dressed by Armani. Yet *High Heels* seems a strangely sober affair. Characters are custom-built for high-pitched mockery, but

Almodóvar treats them with grave respect. After a frisky opening, the pace turns slow, almost cumbersome; the air is clogged with heavy emoting that tickles neither funny-bone nor heart. Almodóvar's films have won him friends, but there is not much here to justify a parade.

The week's other releases make no attempt to strike out stylistically or stimulate the grey matter. The abject *Necessary Roughness* (12, Plaza, MGM Trocadero) relies on the tired clichés of the average American sports movie: the underdog team that must be whipped into shape; the older player with something to prove; the sizzling coach, forced to watch the big game from his hospital bed.

College football hurls in olive green collide, yell and hug on the field. Their scores at first prove

appalling, for the Texas State University Armadillos have been scrubbed clean of academic dunos. But Scott Bakula's long-in-the-tooth freshman quarterback, an imported female kicker and other contrivances help turn the tide.

Director Stan Dragoti — some distance from his endearing vampire spoof *Love at First Bite* — just throws the camera into the scrimmage and lets the clichés fight it out. Bakula, one of American television's many plastic faces, heads a cast low on star power; though Larry Miller manages a faint twinkle as the oily college dean.

*Freejack* (15, MGM Haymarket, MGM Trocadero), a deeply depressing futuristic adventure, at least offers a diverting cast. Emilio Estevez — a racing driver thrust into the next century for mind transplant

purposes — flashes those baby blue eyes; Mick Jagger, absent from film acting since 1970, displays sneers, sunken cheeks and a curious accent as a bounty hunter on his trail. Amanda Plummer pops up as an abusive nun; while Anthony Hopkins, the plot's Mr Big, briefly appears on video monitors and gets to lie in a transparent coffin.

Director Geoff Murphy and his band of technicians deploy an arsenal of effects as Estevez tours 21st century New York, where gunfire rules, bums dine on poisonous rats and the wealthy connive in gleaming towers. No fresh spark illumines the futuristic fancies, partly devised by Ron Shust, veteran of *Alien* and *Total Recall*; no character makes the audience care. Never mind Estevez's watch this, and your own brain is under threat.

## ARTS BRIEF

### Author's story

SHAKESPEARE's works periodically make film fodder, but Shakespeare the man has rarely graced the silver screen. Now Jonathan Pryce has been approached to play the Bard in a romantic comedy, *The Dark Lady*, written by Peter Barnes. The scheduled director is Irvin Kershner, best-known for his *Star Wars* sequel, *The Empire Strikes Back*. Stratford-upon-Avon need not fear a Hollywood invasion: the film will probably be shot in eastern Europe.

### Song and dance

AN UNUSUAL artistic collaboration, bringing together opera and dance, has been announced for this year's Edinburgh Festival. Opera North and the dance troupe Adventures in Motion Pictures are joining forces to present a unique pairing: a new production of Tchaikovsky's *The Nutcracker*, choreographed by AMP's artistic director Matthew Bourne, to premiere alongside its original double-bill partner, the opera *Yolanda*, presented by Opera North. Both productions will be designed by the artist Howard Hodgkin and directed by Martin Duncan.

### Verse prize

THE Geoffrey Faber Memorial Prize has been won for the second time by the Belfast-born poet Paul Muldoon, for his recent volume of verse, *Madoc*. He first won the prize, which is awarded in alternate years for poetry and fiction, in 1982, when he shared it with his fellow-Ulsterman Tom Paulin. Muldoon is published by Faber and Faber, the firm which Geoffrey Faber founded, but the prize, worth £1,000, is open to non-Faber authors.

### Last chance...

CATHERINE WHEEL, a new four-piece group from East Anglia, made an impressive dent in the Top 40 last month with their debut album release, *Ferment*. In applying dense layers of exhorting guitar noise to a thoughtful, even wistful, collection of songs, they have straddled the barrier between indie and metal music. This week marks the last chance to catch Catherine Wheel on tour: at the Arts Centre, Salisbury (0722 321744) tonight. After Dark, in Reading (0734 576847) on Saturday.

## MUSEUMS: LONDON

## Due respect but overdue

After half a century in storage, a cache of priceless Buddhist Indian sculptures is at last to go on show. Alison Beckett reports



The marbles are installed at the British Museum

The Amaravati Marbles, the most important group of Indian sculptures in the West, are being brought out of the British Museum basement for display for the first time in more than 50 years. Or at least, some of them are. These exquisite Buddhist carvings are emerging triumphantly through a hole in the floor to grace the end of a refurbished gallery the length of a football pitch and half the width. Its walls have been lavishly painted in gold leaf to reflect the light and set off the treasures with imperial splendour.

Yet nearly three-quarters of the finest classical Indian sculpture collection anywhere outside the sub-continent, including half the Amaravati Marbles, remains hidden in the basement. Money is the problem.

One might have expected wealthy Indian backers to be found for the Museum's belated but spectacular attempt to promote what are deemed the Indian equivalent of the Elgin Marbles. But they are noticeable by their absence. Many Indians would say that it is irrelevant where in the BM the marbles go, since their rightful place is in their religious home at Amaravati on the Krishna River.

The gallery, half of which is being filled with Chinese artefacts and half with Indian and south-east Asian treasures, is the prime space in the King Edward VII building which houses the oriental collections at the back of the museum. It is due to reopen to the public in the autumn.

"The museum had a gentleman's agreement with English Heritage that we would keep the character of the room, and we discovered it was originally decorated with gold leaf wallpaper," says Dr Jessica Rawson, keeper of oriental antiquities. "The gold leaf paint creates the same atmosphere."

"We thought it too extravagant at first. But it's only tens of thousands of pounds, which is surprisingly little given that the rest of the painwork is costing over £100,000." The whole refurbishment will top £3m, of which £2m has been given by Joseph Hotung, a businessman and art collector from a prominent Hong Kong family. The new gallery will be named after him.

Another £500,000 has been

donated by Asahi Shimbun, the Japanese newspaper company: that is specifically to construct a display area for the Amaravati sculptures. As Rawson points out, Japan is still Buddhist, while India is not.

The 128 marble reliefs have been in Bloomsbury since the closure of London's India Museum in 1880. Until 1939 they lined the British Museum's front hall staircase but were removed to a safer loca-

tion during the second world war. An attempt to put them back on show in the Fifties was abandoned when traces of surface erosion was spotted. They have been kept in an atmospherically controlled air-space ever since, seen only on request. So although they are among the Museum's greatest treasures, they have been widely forgotten.

The marbles come from the ruins of a great Buddhist religious centre at Amaravati,

founded at least 2,200 years ago in what is now Andhra Pradesh. The principal monument was a massive stupa, an elaborately adorned burial mound, 49 metres in diameter, in the form of a solid masonry dome, with a tiny chamber at the centre containing a casket full of sacred relics. Every bit of the stupa and the surrounding railing was embellished with carved panels of local limestone, known as Palnad marble and probably once painted in brilliant colours.

The BM examples are alive with sinuous human and animal figures. Most date from the second and third centuries AD and are among the earliest and greatest achievements of Indian Buddhist art, illustrating everything the ordinary man needed to know about his religion.

The precise date when the site ceased to be used is uncertain, but most of these sculptures were saved from being broken up for use as building material by a British commissioner, Sir Walter Elliott, in 1845. They were shipped to England 15 years later.

However, today, there is a museum at Amaravati, where some of the later sculptures are preserved. "People do say those in the British Museum should go back," says Daljit Bhadia, cultural attaché to the Indian High Commission. "But they are the property of the British Museum. We have not been consulted about arrangements for their display."

"Lack of consultation with Indian artists and curators is a big problem," explains Indian writer Rakesh Mathur. "There is not much support for the museum from the Indian community despite dinner parties for rich Indians and fundraising campaigns. The museum wanted to have a Hindu festival but couldn't find sponsorship for that either."

As painter Ranbir Kalekar adds: "There is a great sense of frustration among a lot of sculptors and artists and other lovers of art in India who are deprived of such treasures. Surely the things that cannot go on show could be returned. It is better for them to be visible and an inspiration rather than preserved and not seen."

# PAIN RELIEF WITHOUT PILLS

The power of ibuprofen — one of today's most effective painkillers — is now available for the first time without prescription in a rapidly absorbed, penetrating gel.



FOR THE RELIEF OF BACKACHE, RHEUMATIC AND MUSCULAR PAIN, SPRAINS AND STRAINS.

FRAGRANCE-FREE COLOURLESS NON-GREASY

AVAILABLE AT YOUR PHARMACIST



Peter Ackroyd charts the retreat of public virtues from 1688 to the 1992 general election campaign

# How to privatise virtue

Do capitalists make good citizens? Shelley Burt is concerned here with the place of virtue in public discourse, which is also in part about the compatibility of wealth and virtue. She takes her lessons from the early 18th century rather than the latest piece of electioneering but, on this topic at least, the past may be more informative. The 18th century was, after all, marked by what Burt described as a general shift away from public to "privately oriented" civic virtue. This accords with another thesis, most recently propounded by John Barrell, that in the later 18th century there was a transition from humane or civilised values to mercantile and commercial imperatives.

Of course the two forces have always been at work together: the Court Whigs of the 1730s, as Burt points out, emphasised the "virtues of honest and frugal household management" in much the same way as the Thatcherites of the Seventies and Eighties. What happens, rather, is that the balance changes in one of those alterations in national mood which are as profound as they are ineplicable.

Shelley Burt's careful and lucid analysis covers a great deal of ground, from the late 17th and early 18th-century arguments over civic virtue in the wake of the Stuarts' shipwreck to the failure of the Society for Reformation of Manners, from Bolingbroke's ideals of public virtue to Arnall's defence of moral virtue "exercised in the private sphere". But, as the author herself explains in her analysis of *Cato's Letters*, to promote public interest against self-interest is to assume a distinction where in fact there may be none, as "Cato" (the creation of two 18th-century journalists) himself put it, the true citizen "... does good to [Mankind] by gratifying himself".

Self-interest, even on the stark basis of my owning more money or property, persuades me to behave more generously to my fellows and eventually allows me to add more wealth to the commonwealth. On the other hand, the general level of public well-being makes me feel happier and safer: democracy is in that sense preferable to tyranny, if only because it lessens the risk of revolution or civil common and thus safeguards my wealth and property. Those who pitch the argument in starkly antagonistic terms tend to do so only out of self-interest: so we have Neil Kinnock's exaggerated rhetoric and Paddy Ashdown's primitivist metaphors. But since *Virtue Transformed* is about the past, we may also be inclined to ask whether these modern politicians are of the same standard as their predecessors. It has been said, for example, that television has so altered the nature of the debate that physical appearance and personal mannerisms are now as important as political content: but that has always been the case. The 18th-century House of Commons relied upon people who could impress and sway their

colleagues by their physical presence or bearing, just as much as by anything they chose to say. It is also said that modern politicians are too dependent upon slogans or "soundbites", but anyone who follows the 19th-century political debate about the Corn Laws or Irish Home Rule will not suffer from any subtlety of argument. In other words, there is no reason to believe that modern politicians are any less able or honest than their predecessors — although how honest and able they were is another matter altogether. Remember William Blake's phrase that the House of Commons embodied "something other than human life".

There is of course the matter of political language, a subject which Burt indirectly raises in the very act of quoting from Bolingbroke or the first Earl of Shaftesbury. Something is missing now: the collected speeches of John Major are not likely to be read with any pleasure by future generations. But politicians are part of the

problem, not its cause: it could hardly be said, for example, that political journalists of the present age rival Cobbett or Junius or even Paine. The language and vocabulary have become weaker.

**VIRTUE TRANSFORMED**  
Political Argument in England 1688-1740  
By Shelley Burt  
Cambridge, £10

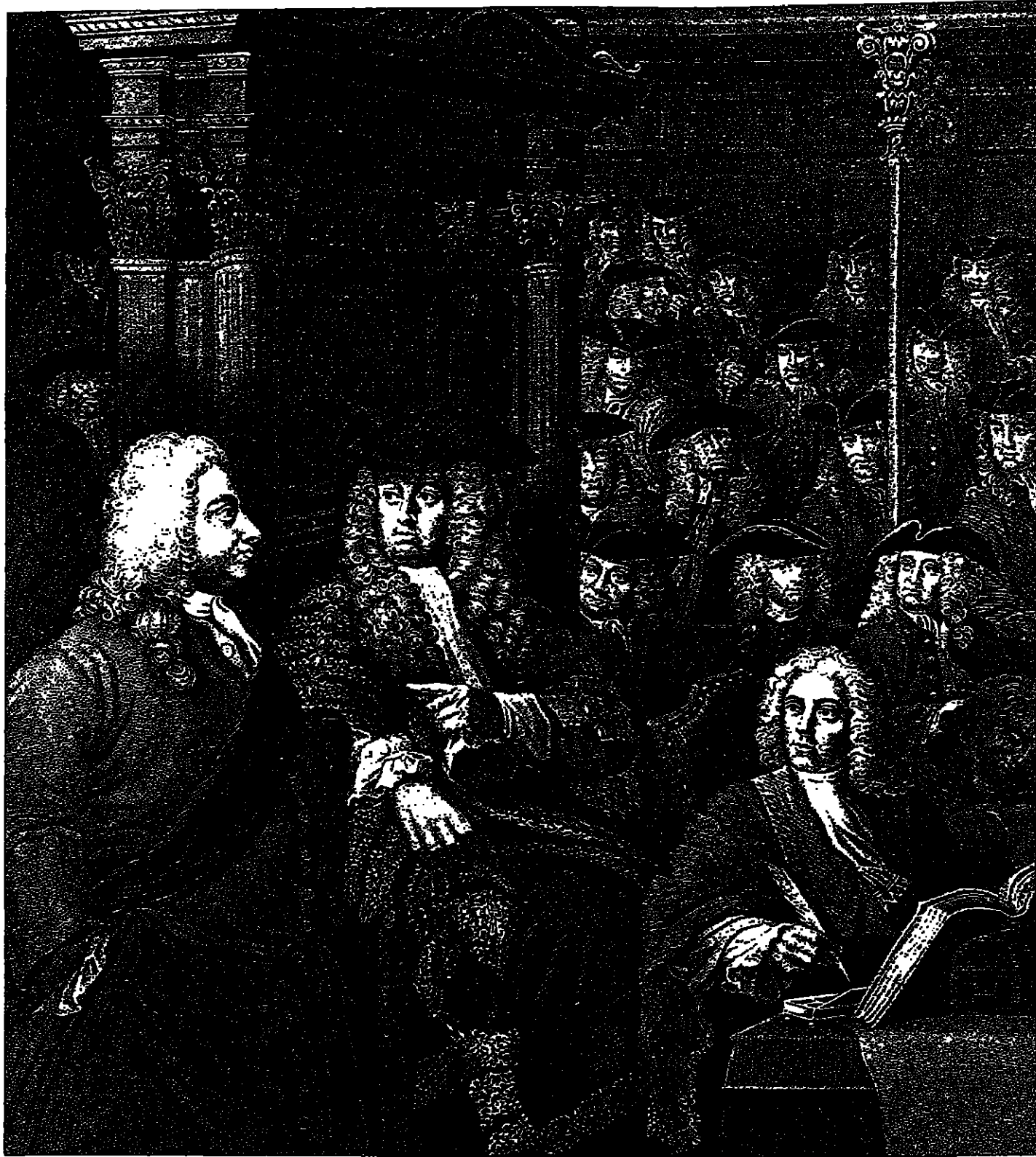
not through any individual failure but because political debate has fallen prey to the general specialism of our time. It is hard to think of a modern-day Burke or Fox, entering political life as another aspect of a generally humane and civilised world.

There is another important change from the period of Shelley Burt's enquiry — and it lies in the absence of a religious dimension from modern political argument. It is hard to think of a political theorist or politician of the 18th century who was not affected by the general preoccupation with religious issues. Whether it was in the debate between High Church or Low Church, or between Anglican and Deist, the very texture and principles of the argument affected all aspects of contemporary political life.

It would be hard to find anything approaching this at the end of the 20th century, at least in England. Perhaps an exception might be made for the public controversy surrounding the case of Salman Rushdie.

If there is a truth to be discovered on that subject, perhaps we can go back to the 18th century again and read Bernard Mandeville: Burt quotes his salutary and still relevant remark that "Private Vices by the dextrous Management of a skillful Politician may be turned into Publick Benefits". Our more apparently high-minded politicians might also like to reflect upon the fact that the idea of public or civic virtue was, on the evidence of this book, more or less dead by the 1740s.

And, as Shelley Burt concludes in her interesting and informative study: "When people have a say over their own lives they do not usually choose to dedicate those lives to the public and its good." Enough said.



Parliamentary scene in the early 18th century: prestige in the Commons depended on sheer presence as much as oratorical skill

## Chippy with everything

Matthew Parris

**BLOOD ON THE WALLS**  
Memoirs of an Anti-Royalist from Miner's Row to Royal Palace



By Willie Hamilton  
Bloomsbury, £17.99

He was always an outsider. If you offered Willie a leg-up he'd as likely as not kick you in the shin. Harold Wilson offered him a job as one of the Speaker's deputies. It might have been the start of a journey to the Speaker's chair — always a dream, he admits. Ham-

ilton turned the job down as "an insult". He didn't like Wilson. All through this book the reader senses (where the author seems oblivious) that people are trying to help him. Help Mr Hamilton out of a ditch and he'll knock the both of you back into it.

There are few insights here into government or politics. In his way, Hamilton spurned both. The autobiography does, however, raise some perfunctory remarks about a man with such intelligence, to whom fate, and his fellow men, were so remarkably kind, allow the bitterness which had goaded him into public life in the first place to cripple him throughout his subsequent career.

A lazy reviewer might make some perfunctory remarks about his deprived childhood and I suspect that this is the explanation Hamilton himself is asking us to accept. But read between the lines of this book. Others have started as poor as Hamilton, yet gained the generosity of spirit that, in public life at least, he never did. And Hamilton's family, though they were very poor, were always just a cut above most of the other mining families. His father was a semi-educated man. They ran a village shop from their back shed. They got their son into grammar

school. There he became head of house and captain of cricket... Willie would be furious at this suggestion: but there was a bourgeois streak in this particular working class family, an ambition and self-regard that were denied proper expression.

And, as in so many political memoirs, there is a human story here to which we are given only clues. His poor first wife, Joan, we must credit Hamilton with at least the honesty not to suppress the evidence, or deny his guilt, but how cruel he was to her! Pleading pressure of work (or finances, or the call of whatever was his latest crusade) he left a Northern working class woman alone to look after their children in the London suburbs where, without transport, he had deposited her. He recounts his parliamentary trips abroad, but never took his wife on a foreign holiday until she was dying. For all his expressions of idealism in the cause of the poor in general, this was, in particular, a self-centred man.

He owes much, he says, to his mother. He describes her as "a saintly slave". "One day I hope someone will write a book about people like my mother". Yes. But this one is about her son.

## Fighting the good fight for the few

Robin Lee

**BACKLASH**  
The undeclared war against women  
By Susan Faludi  
Chant & Windus, £9.99

**THE WAR AGAINST WOMEN**  
By Marilyn French  
Hamish Hamilton, £9.99

If feminism were a religion, I would advise its adepts to treat John Stuart Mill's *On the Subjection of Women* as their Koran, with the corollary that writings duplicating the good book are useless while writings deviating from it are harmful. Nothing new has been said on the subject in the 123 years since Mill published his essay, just as nothing is ever added to the vital substance of a religion by generations of exegetes.

The trouble is that while it has acquired some of the least attractive traits of religious fundamentalism, feminism is no religion. The object of the movement is social advancement, not spiritual well-being. Moreover, as so often the case with social movements, the advancement at issue is by and large that of the movement's leaders, using the rank-and-file as cannon fodder in the war to transvalue existing values to their own advantage.

The subtitle of Susan Faludi's *Backlash* and the title of the new book by Marilyn French are almost identical. In contrast to a pioneer freethinker like Mill, whose concern was the liberty

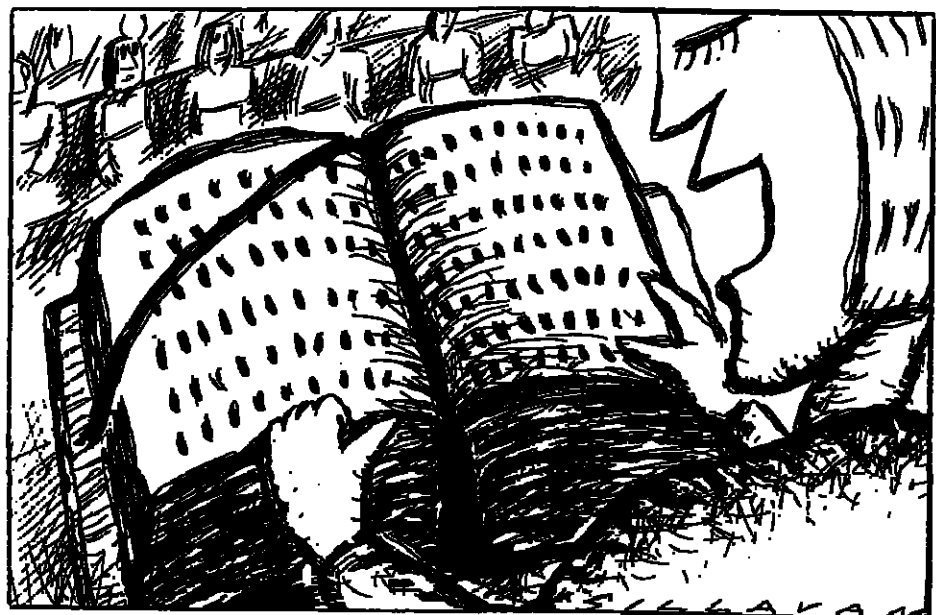
of the individual, the authors see themselves as uniformed generals in an army of social liberation. Now their communiques from the front line are here to tell us, back in the barracks, that the war is far from over, that glory is still for the hero and, for the coward, ignominy. To tell us, in short, that the war is not going well.

To any conscientious objector or independent thinker, it is at once obvious why this should be so. The movement — in its fundamentalist revolutionary form — was started by a small group of activists with a special interest, whose message was denatured by the media for political purposes of their own until it acquired all the characteristics of a full-scale social conflict. Some

time later, however, and again for political purposes of their own, the media withdrew their support as singlemindedly as they had lent it, leaving the generals exposed to ridicule and derision. Can these books now turn the tide? The answer — unless the media's interests yet again happen to coincide with those of the authors — is: no, they cannot.

These books are beneath criticism, as is the modern feminist cause they advocate. Their philosophical model, with antecedents in the pseudoscience of Marx and Freud, is the search for what is called a "theory of everything", a kind of social philosopher's stone whereby human baseness can be turned to gold. What the reader finds is demagoguery, thinly camouflaged by execrable English prose.

Susan Faludi is the less hoggish of the two, marshalling the lowbrow, flaccid idiom of *Cosmopolitan* magazine. Marilyn French, aggressive and intemperate, commands the anthropological jargon of patriarchy in ancient Mesopotamia and wife-beating in New York. French postulates the prin-



ciple of "circularity of women's problems". But the real problem is the circularity of feminist reasoning, familiar to anyone who has ever escaped from the psychoanalyst's couch or argued with a Marxist from Mozambique. At one juncture in Susan Faludi's book, a skirt below the knee is evidence of male tyranny, with the implication that, had it not been for the movement's war of liberation, American women would now be wearing the veil. Elsewhere, the skirt becomes proof of women's resistance to male tyranny, with the implication that had it not

been for the movement, to dress for success would mean Page 3 of the *Sun*.

Similarly, the "intimate apparel explosion" of "late 1980s lingerie" is an enemy ruse, a "fashion regression billed as a feminist breakthrough". Elsewhere, a popular singer's display of pornographic coarseness is a "rebellious send-up of prim notions of feminine propriety". Male plastic surgeons' advertising is evidence that women do not want their services, and when their caseload doubles, this proves that male advertising generates artificial female needs.

Mill's essay on women aimed to convince, to reveal, to illuminate. By contrast, the modern feminist movement's pop psychologues, inverted novelists, and statisticians, has been devised to sloganise contentions like "reproductive freedom", rather than to convey ideas.

This philosopher's stone, now once again magnetising the mass media, is feminism's most lethal weapon. If *Time*, which recently put Faludi on its cover, is any indication of things to come, we women are in for another ideological Vietnam.

For Those in Peril...  
**ALEXANDER KENT**



**BEYOND THE REEF**

The 20th Richard Bolitho story is under way!  
available now from all good bookshops

WILLIAM HEINEMANN

poet

## Neil's gifts of the gab

Peter Riddell

**THORNS AND ROSES**  
Neil Kinnock  
Speeches 1983-91  
Collected by Peter Kellner  
Hutchinson, £9.99

Neil Kinnock and Michael Heseltine are the only fully active British politicians who can stir and excite a crowd with their oratory. For both, fellow Welshmen of a very different stamp, it has been the key to their political success. They have used words to move, to rouse and to persuade.

Kinnock's speeches to Labour conferences since he became leader in October 1983, collected here by Peter Kellner, have been central to his efforts to change the party's direction. Often Kinnock has been working against the emotions of many of the party's activists, as when confronting the Liverpool Militants and Scargillism in 1985.

In his introduction, Peter Kellner argues: "Mr Kinnock has been at his best when he has shaken off his inhibitions and stated publicly what he has believed privately: as in his assault on Militant in 1985, or his 'fairness, not favours' speech to the TUC in 1990. He has been at his most long-winded and least persuasive when he has attempted to justify policies which he has been itching to alter."

The speeches are presented in the book as delivered, which preserves the verbal excesses and circumlocutions to which Kinnock is prone. Part of the difficulty for the reader, rather than the listener, is that Kinnock is stronger when discussing general values than precise concepts or policies. It is the language of the preacher rather than the professor.

This collection is a work of propaganda, and in part piety, rather than literature. But in this era of multi-media publishing, might Kinnock's talents have been better displayed on a video rather than a book?

A Catholi

Please show



# Poetry on a precipice

Eric Griffiths praises a biography of the tormented Gerard Manley Hopkins for its tact and insight

Father Hopkins had a remarkable head for heights. A fellow Jesuit kept a pet monkey which escaped one day and ran along the guttering on the West Front of Stonyhurst College. Hopkins climbed out and walked along the narrow ledge to where the monkey was. He coaxed it to within reach and then led it back through the window. Those who know the West Front at Stonyhurst will realise the headiness of nerve which that involved. As a child, he was often up a tree; he sketched the abysmal chimes of the Isle of Wight, shinned a goalpost to cheer a miserable pupil, and liked to climb Jeffrey Hill in Lancashire.

His poetry too is undizzed but precipitous:

O the mind,  
mind has mountains  
cliffs of fall  
Frightful, sheer,  
no-man-fathomed.  
Hold them cheap  
May who ne'er  
hung there.

Especially in his later life, Hopkins frequently "hung there", over black depression and a sense of his own vacancy: the "desolate" or "terrible" sonnets, in which he recorded such experiences, are now much admired. They commend themselves to fans of Sylvia Plath.

The truly admirable thing about these poems is less noticed — their "steadiness of nerve", the fact that he not only "hung there", but hung on in there. This steadiness is ethical as well as rhythmic, as when, feeling at his wits' end — "cry I can no more" — he found the wit rather to say: "I can/Can something, hope, wish day come, not choose not to be." That "I can" at the end of the line steels itself to go on living, answers Hamlet's question about suicide ("To be, or not to be") with a resounding double negative: "I can ... not choose not to be."

In his torment, he thought not only of Hamlet but also of Cardinal Newman, for "I can no more" came to him from Newman's portrait of a good Catholic death in *The Dream of Gerontius*, when the dying hero thinks he is finally exhausted: "I can no more; for now it comes again./That sense of ruin, which is worse than pain."

That both Hamlet and Newman occurred to Hopkins is one reason why he presents difficulties for many readers: he lived in two worlds which have not had much to do with each other for a long time: the worlds of English Roman Catholicism and of literary genius. Depending on

which sphere the commentator comes from, writing about Hopkins tends either to the pious or the impious, and neither version comprehends what it is to have, as he had, a devout imagination.

Norman White's new biography is, then, all the more welcome. It is deeply researched and deftly written, brims over with tact and insight; nobody has written better about Hopkins's care for the minutiae of natural history. He marshals so many details so well, from the menu of Balliol College in the 1860s ("rissoles, 9d, half a goose, 1s 3d") to the state of the drains from which Hopkins probably caught the typhoid he died of. This is a work of studied love for its subject; there is unlikely to be a more scrupulous biography of the poet in my lifetime.

And yet the book is speckled with misplaced self-confidence. It tells us what Victorian Englishmen thought about the

Irish, though Carlyle, a Scot, is not a convincing source: to quote for English views, just as Tennyson's poems of the 1840s are poor evidence for the claim that "many poets in the 1870s and early 1880s were obsessed by the mystical significance of twilight". These are venial errors, but they hint at something wrong in the air of the book, like the musty smell which may betray dry rot. The actual need in this author's unexamined assurance that he knows what's what about his own period and so can pronounce about the past.

Hopkins wrote several poems in praise of soldiers, including "Yes. Why do we all, seeing of a soldier, bless him?" White flatly declares this poem "embarrassing to modern minds". I don't like it much myself, but the first duty of literary people is to exercise imagination. Identifying one's own mind with the modern mind is a habit of the intelligentsia, a bad habit, and a bad place to start on the more subtle task of imagining the past.

We most long for security about the ultimate and the intimate — I mean religion and sex — and consequently are least imaginative about these matters. To be imaginative takes "steadiness of nerve". White's nerve understandably fails him, facing Hopkins in whom these two tricky factors are multiplied by each other. Though White strives a bit to be fair-minded, he will not manage to be even that until he learns to have, at least for a while, a



The chapel at Stonyhurst College, where Hopkins as a boy gave early evidence of a head for heights

mind other than his own, and gives up, for instance, saying that Hopkins was mistaken about how to deal with his own depression. If White really knew how to deal with depression, rather than just ticking Hopkins off, he would be a richer man than, I imagine, he is.

When Hopkins taught classics to Irish Catholics, he did not skip the descriptions of rapes and suchlike; he would let the class read them and

afterwards hold up his hands and say "O those poor girls". That took some nerve in the Dublin of those days. On the other hand, he wrote the great poem "To what serves mortal beauty — dangerous..." in which White detects a "certain deviousness" because it argues that carnal beauty is perilous but is created by God as the mark of selfhood, and of God's love for the human soul, and therefore a fit

subject for the attention even of a priest.

On this matter, the poet had a more modern mind than his biographer has, because one of the few goods blown to us on the ill wind of Aids is that we rediscover, in our world where it matters for sex to be "safe", the point to Hopkins's "dangerous". *Ars longa, vita brevis*: this could now be translated as: "Art lasts, biographies pass away."

## Dear John, fight on

Juliet Gardiner

**SINCE YOU WENT AWAY**  
World War II letters from American Women on the Home Front  
Edited by Judy Barrett Litoff and David C. Smith  
OUP, £17.95

**BYE BYE BABY**  
The story of the children the GIs left behind  
By Pamela Winfield  
Bloomsbury, £16.99

**DADDY, WHERE ARE YOU?**  
The Moving Story of a Daughter's Search for Her GI Father  
By Shirley McGlade with Mary McCormack  
Smith Gryphon, £15.99

The shortest V-mail ever received by an American soldier serving in the European theatre of operations in the second world war was reputed to be "Mr. Kramer, Go To Hell! With Love, Anne Gurdin." V-mail (for victory) was introduced in 1943. Letters written on a special form were then photographed on microfilm. Since a ton of letters weighed only 25lb, valuable shipping space was saved. Letters to soldiers were seen as vital to the war effort, a patriotic duty of those left behind to boost morale. Posters exhorted the women of America to "Be with him at every mail call." "You write, he'll fight" and "Make it cheerful".

*Since You Went Away* is a collection of such letters, which come mainly from an archive of 25,000 letters amassed by two American academics. The letter writers tried to obey the injunction to "keep cheerful", but real life kept breaking in. There were complaints about the difficulties of feeding and clothing a family on a military allowance; the alienation of young wives returning to live with parents or in-laws; uncertainties about the strain on a relationship of prolonged separation; the ever present fear of the telegram, "we regret to inform you..."

They chronicle women's growing wartime independence: "I'm not exactly the same girl you left..." And yet there was a growing realisation that the "Rosie the Riveter syndrome" would be seen as a wartime necessity rather than a sign of women's changing economic and social status.

The letters are peppered with valuable confirmatory rather than revelatory details, and are infused with individual concerns. The editors seem content to leave uninterrogated the problem of selection. It was presumably treasured letters that were kept and not those of expectations dashed: there were over 500,000 divorces in the year after the war ended. They ignore the paucity of letters from black Americans; and the vexed question of whether letters to as well as from the war were censored.

Some of the most harrowing and uncomfortable letters

in the book did not just turn up at the editors' request in this homey way, excavated from the attics of American homes, but are lodged in archives open to scholars. There are tragic pleas from wives and mothers to General MacArthur seeking to establish that their loved ones died a decent death at Bataan. And there is that shameful episode in American history, the internment of the American-born Japanese after Pearl Harbor.

In Britain it is estimated that one result of the American entry into the war was some 22,000 illegitimate children fathered by GIs and this experience of some women in wartime forms the basis of two books. *Daddy, Where are You?* is relentless in its detailing of Shirley McGlade's search for her GI father and of the organisation (War Babies) she started to help others do the same.

Pamela Winfield, the founder of Trac, which has the same aim, has written a rambling, unstructured, apparently unedited book, *Bye Bye Baby*, about the misunderstandings, frustrations and disappointments of such seekers who occasionally find "happy endings", which square the circle and yet chill the blood. It is a true reflection, perhaps, of the sad and inchoate unfinished business which is the legacy of war.

Juliet Gardiner is the author of *Over Here: The GIs in Wartime Britain* (Collins & Brown).

## A Catholic on the Jews

Albert H. Friedlander

**JUDAISM**  
The Religious Situation of Our Time



By Hans Küng  
SCM Press, £35

Some of the best books on Judaism are written by Christian scholars. When these books are examples of meticulous scholarship, an outsider's view of the Jewish tradition presents few traps for the reader, even when one must be on guard against isolated Christian prejudices. The danger rests more on the other side: a philo-Semitism can sometimes be seen which can distort the overall picture.

In this magisterial study Hans Küng asks: "How can a Christian theologian dare to involve himself in matters which are the internal concern of Jews?" And again: "How can a Christian theologian dare to go so far to meet Judaism, for example, in connection with the origin of 'Christianity from Judaism'?"

These questions have to be asked so that they can be dismissed. Küng's objective presentation of contemporary Jewish thought honours the authenticity of a religious pattern which derives its dynamism from the tension between its polarities; and Küng's questions about interfaith dialogue, Jesus, the Muslims and Israel are all asked with deep sensitivity and understanding. Almost all Jewish readers will welcome the text and rise to its profound challenges.

The Christian reactions may be anticipated from the

responses of the past, where this stormy petrel of the Catholic faith has often been a harbinger of controversy.

The book's framework presents a challenge. *Judaism* is the first part of a mammoth undertaking — *The Religious Situation of Our Time* — with two more volumes to follow which will deal with Christianity and Islam. Küng therefore emphasises Abraham's role here, the Semitic wanderer and alien, who is the ancestral father of the three faiths.

The true preface to this great enterprise is Küng's book of last year, *Global*

*Responsibility: In search of a New World Ethic* (SCM Press, 1990). That work can be summarised in the words Küng sets as the key words to *Judaism*:

No peace among the nations without peace among the religions.  
No peace among the religions without dialogue between the religions.  
No dialogue between the religions without investigation of the foundations of the religions.  
Hans Küng uses the new language of postmodern theology, which sees religions passing through changing "paradigms". The world religions, he states, are all living international and transcultural systems transcending the individual, which, in the course of their history... have gone through a variety of epoch-making paradigms.

He follows Judaism through this pattern of change in the course of history, and Christianity and Islam will be fitted into the same framework. Although I see the individual in Judaism at times transcending the system, Küng does capture the full sweep of Jewish history and thought.

And of course, there is the over-riding goal for the whole presentation: the need for peace, the need for a world

ethic. In *Global Responsibility* Küng emphasized the role of religion in forming wars, and called for a coalition between believers and unbelievers which would find a working peace ethic. Here he presents the Judaism in which the ethics of peace have endured through its historical changes. In the modern world, he shows a devout orthodoxy adapting the earlier theocratic mode to challenge modernity; and he describes the progressives moving between assimilation and the attempt at co-existence with modernity. The schema does not always capture the reality of Jewish existence fully. But there is enough truth within it to make us confront ourselves.

Küng discusses Jewish postmodern faith after Auschwitz and the birth of Israel. For him, Christ dies in Auschwitz — not God — representing suffering humanity. Here, one must end with Wiesel's reminder that one cannot have a theology about (or after) Auschwitz, but one may still try. The fact that there was prayer in Auschwitz endures us to pray now. And Küng's quest for a universal ethic begins with compassion for all of suffering humanity. His superb book travels a long way towards his distant goal.

Dr Friedlander is a rabbi in Kensington and the author of *Thread of Gold* (SCM).

## Pleasures of a shorter life

Daniel Johnson

**CONCISE DICTIONARY OF BIOGRAPHY**  
From earliest times to 1985  
OUP, £95/£125 after May 31

*Concise* version to be a cheaper substitute, should be warned that this is not its purpose. Even though it omits nobody, it is an entirely different animal.

It is a kind of historical *Who's Who*: the average biography is not much longer than a *Who's Who* entry. Many of the long articles on which these epitomes are based are now a century old, but little or nothing has been added. That task has been left to the new edition of the complete *DNB*. Colin Matthew, who has already announced his intention to

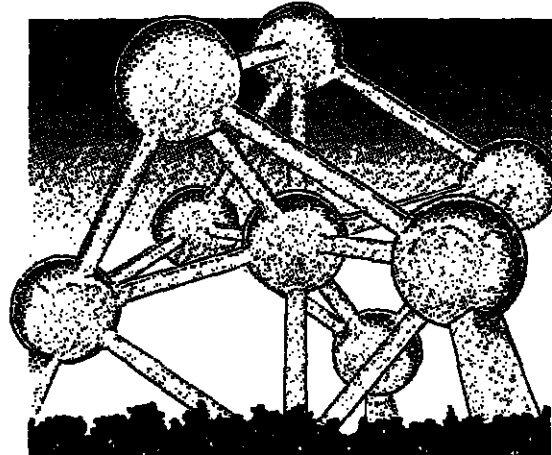
expand the coverage of women and industrialists in a revised edition due to be completed in the next century. Some omissions have been made good: Emily Brontë,

assimilated to her sister Charlotte in the main *DNB*, has a six-line entry here.

The new Matthew edition has already aroused controversy, and it would certainly be deplorable were any of the contributions by Sir Leslie Stephen and his early contributors to be dropped or altered beyond recognition. But the *Concise DNB* shows how necessary some revision has become. Does Monty's chief of staff at El Alamein, really deserve 45 lines, when Jane Austen receives nine?

For those used to grazing their herds on the prose plains of the *DNB*, these telegraphic uplands afford sparse nourishment but a fine view of the riches below. Though no substitute for that most readable of all reference books, the *Concise DNB* is a triumph of compression.

## Brussels three times a day. No wonder we're growing.



With three return flights daily, our scheduled service between Gatwick and Brussels is convenience itself. Our earliest departure is 07.45, our evening return flight 17.55.

We offer a full range of fares for business or leisure and a refreshingly high quality of service.

Fly Class Elite and you'll enjoy a

wealth of exclusive features including dedicated check-in, executive lounges, priority baggage reclaim, and fully flexible tickets. On most flights it also boasts spacious 2 by 2 seating with a wide table between seats.

For reservations, contact your travel agent or Dan-Air direct on 0345 100200.



BRISBANE • GIBRALTAR • ATHENS • CAIRO • ISTANBUL • ROME • MONTPELLIER • ZÜRICH • GATWICK • MANCHESTER • NEWCASTLE • NICE • INVERNESS • JERSEY • OSLO • AMSTERDAM • PARIS • ABERDEEN • BARCELONA • PERPIGNAN • TOULOUSE • MADRID • LISBON • HEATHROW • VIENNA • BRUSSELS • BERLIN • TEESIDE • INNSBRUCK • STOCKHOLM • BERN



# The red, the blue and the pink

**A**t elections, it seems, the love that dare not speak its name is becoming the love that dare not shut up. So exotic has been the series of stunts arranged by the gay Outrage group, that it is possible to become muddled as to the nature and point of their latest surprise: but I believe that, at a public "gay wedding" recently, Peter Tatchell used the platform to advocate what he called a "pink vote" in this election.

The idea is certainly plausible. Homosexual voters exist in huge numbers, and they vote. But is there an identifiable "pink" voting bloc? The answer is not as simple as Peter suggests.

First, the terminology. I do not care for the word "gay" and agree with those who mourn its loss to the old-fashioned usage, though they have relinquished "queer", "bent", "pansy", "faggot" and "fairy" with less complaint. Nor do I care for the colour pink, seeing no reason to be saddled with the colour of a girl's blouse. But I take the terms as I find them now widely in use.

"The pink vote" is a phrase, and an idea, imported from America. The claim is that enough voters identify themselves as homosexual, and attach sufficient importance to this, to make it worthwhile for mainstream political parties to angle openly for their support. If true, then gays join pensioners, blacks, sabbatarians, Jews, animal lovers, and people with incomes above £22,000, as definable groups with strong and special sympathies to be wooed.

We used to laugh at Ken Livingstone's GLC's attempts to create such a constituency in London. We no longer laugh. This is the first election in which the pink vote has been properly discussed on all sides and at every level. Ministers have been wondering seriously about the possible implications. That this vote must exist in certain limited cases, at least, is easily shown. America proves it. Cities or suburbs with large concentrations of gay voters are undoubtedly places where the "pink vote" has meaning. Only a fool would argue that you could run for office in parts of California, heedless of the hopes or fears of gay voters over such issues as homosexual law reform, police attitudes, or AIDS research and treatment.

But the gay community does not exist in Britain as it does in America. Most homosexuals here know few others; many are completely isolated. I should say that the majority subscribe to no special journal, are part of no organisation or group, make no regular visits to any gay venue, and cannot properly be said to be attached to any gay sub-culture at all. They are cut off from the exchange of news or opinion which is central to what politicians call "community".

What they call the "gay community" in London and a few other cities is a relatively small number of (mostly) men with an open life-style and some shared pubs and clubs. Elements of this community can certainly be galvanised and wooed, or offended, by the efforts of politicians: but demands are steep and numbers small. This community's very public image and life-style and radical politics can embarrass quieter gays. Politically, it is a doubtful ally and one which consistently over-estimates its ability to "deliver" gay votes.

If the pink vote is to be of real interest to pollsters, and if it is anything like the size that gay activists claim, then we must be talking about a much larger group: the great mass of silent, closeted, or at least discreet homosexuals, vastly outnumbering the "out" colonies of the big cities. Unless Mr Tatchell is talking about the iceberg, rather than the visible tip, then he is not talking big numbers. We have no San Francisco in Britain.

That is not to say there are no

**Matthew Parris asks whether the large number of homosexual voters can be lumped into a 'pink' voting bloc**

pockets of shocking pink. Around the aggressively "out" community described above, there is a larger penumbra of quieter but relatively self-confident gay people concentrated in a handful of places. I should be surprised if politicians (local or national) in Brighton, for example, Earl's Court, or central Edinburgh were not mindful of this significant group among their voters. It is worth wooing. The Tory candidate for marginal Edinburgh Central, Paul Martin, has been outspoken in his sympathy for homosexual causes. If Tories in Brighton have not asked themselves how they might regain control of their town council from Labour, then they ought to.

I notice that in the marginal constituency of Westminster North, the Conservative incumbent, Sir John Wheeler, has been emphatic in recent months on the need to reduce the age of homosexual consent. I know Sir John. He has expressed these opinions openly before. But never, I think it is fair to say, with the fanfare we have heard this time. There have been headlines in *Capital Gay* and the *Pink*

**'People are not just gay, but also Ulstermen, convinced believers in the free market, socialists, or nuclear disarmers. Some elections will thrust those other concerns to the fore'**

*Paper*, and I'm sure he sees these as useful. Yet it is not so long since a lead story in a homosexual news-paper quoting a Tory MP's pro-gay opinions would have been considered an unmitigated embarrassment to him.

In Hampstead, another critical Tory marginal, the retiring MP may or may not know that his image (perhaps unfair) as a moral conservative lost him a useful edge among hundreds, perhaps thousands, of gay voters and their friends, who were not naturally hostile to his party. Some voted Labour; some abstained; and some supported the Liberals, the party with the most consistently sympathetic approach to homosexual law reform.

But these are special cases, unusual constituencies: areas with a large, self-confident, and self-defining gay population. They exist and are growing, but remain a tiny minority of constituencies. The question I have so far skirted is whether it is becoming generally true that a candidate with attitudes attractive to homosexual voters gains a significant electoral advantage. To answer this, we need to talk numbers and assess just how important this issue could be to a gay voter. And we need to weigh up the electoral costs, too, of a pro-gay stance. Is there, as some Conservatives have believed, a significant anti-gay vote to be won or lost?

Nobody knows how many adult homosexuals there are in Britain, and nobody ever will. Claims like "one in five" or "one in 20" do

violence to the fragile, shifting, and ambiguous nature of human sexuality. Many people are somewhat one way, somewhat the other. Many are not sure what they are. Many insist, apparently sincerely, that they are one thing while their behaviour suggests that they are another. Some people change. Some are so ashamed of their sexuality that they develop an unreasoned fear or dislike of those who share it.

It may even be doubted whether, though we know that people of the same sex may arouse each other sexually, we can be sure of more than that some people often do, some sometimes do, and some never. Which are "homosexuals", and what is "homosexuality" may be a will-o'-the-wisp. I have the suspicion that a future age may look back on this rather as we review medieval researches into the number and division of the humours of the body. Who knows? But of this I am certain: that any pollster's quest to find "how many homosexual voters" exist will reach no determinate conclusion.

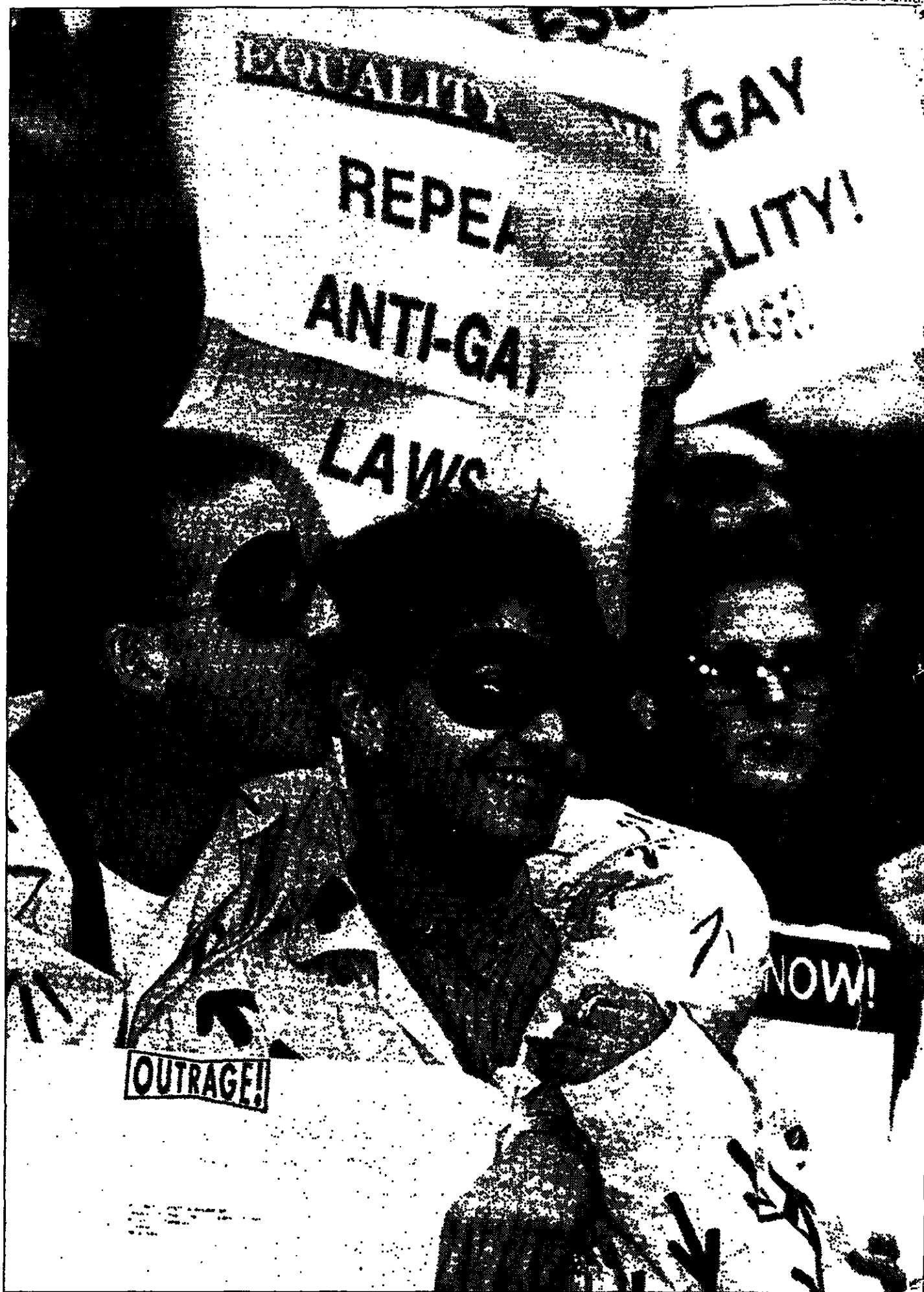
Instead, I would settle for this, which may sound flippant, but is a good deal more reliable than clipboards though the incidence of lesbianism is unknown to me, my not-uninformed judgment is that if an attractive man tries to seduce another man in discreet and propitious circumstances, then he will not be wasting his time with as many as one in ten, and no fewer than one in 20. Where that puts "the number of homosexuals", goodness knows: but it does suggest that at least two or three million voters (in the words of an old fellow I once knew) "understand the conflicts of life".

But that is quite a different matter from asserting that they see their sexuality as a political issue which could affect their vote. Again, it is no good asking people. They will lie. The lies cut both ways. Some will protest that they only vote on "national" issues, but be secretly put off a candidate whose homophobia offends them. Others will insist that this issue is central — and then, in the privacy of the polling booth, find the pencil strangely driven towards the old party they have always supported.

So I will offer you a second certainty: that any pollster's quest to find to what extent a homosexual voter's sexuality influences his or her vote" will, again, reach no determinate conclusion. Besides, it depends on the strength of rival issues. People are not just (say) gay, but also (say) Ulstermen, convinced believers in the free market, socialists, or nuclear disarmers. Some elections will thrust those other concerns to the fore, and persuade a gay voter to relegate "pink" concerns.

Much depends, too, on the distance between rival parties' stances on the issue. A natural Tory who is gay might be prepared to bite his lip and overlook a marginally less sympathetic approach by his party: but should Conservatives (say) start talking about re-criminalising homosexuality, or run a campaign of smears at homosexuals, he might even consider voting for a party whose other policies he rejects.

I grow tired of the argument that this is irresponsible. Of course it is. It is also the very stuff of democracy. Since the invention of the ballot box, politicians have had to reckon with the voter prepared to put special concerns ahead of "national" issues. Catholics, Cypriots, anti-abortionists, farmers, hunters, coal-miners, and paraplegics do it: why shouldn't homosexuals? The issue matters to some of us at least as much as fox-hunting, yet I have been asked in incredulous tones how I could see homosexuality as a political issue — and, moments later, that there are thousands of votes to be lost by MPs



Shocking in pink: Outrage protesters demand equality before the law for themselves, and the larger group of less overt homosexuals

who "go wobbly on field sports".

But if this is a legitimate weapon, then it can be used by others, too. Is there not an anti-gay vote? Are there not costs? Gay campaigners sometimes talk as though there were only votes to be won, none to be lost. Is that true? Paradoxically, I think it is the Conservative party which can more easily afford to upset moral conservatives on this issue. There is a very small group of educated Tories, which is so strongly hostile to homosexual reform that its votes could be forfeited here: but it is among working-class Tories that real antipathy will be found in strength. I question whether it would make sense to such people to defect to the Labour party — whose stance on homosexuality they would suppose (wrongly as it happens) to be infinitely more pro-gay. Labour, on the other

hand, attracts the same class and mind-set in far larger numbers. And they are the very people it risks losing to the Tories.

**M**ovement by the Labour party towards the wider shores of homosexual politics really does cost support, here, and I believe that is why Mr Kinnock and Mr Hattersley have blown so cool on the idea. They can afford to disappoint moral radicals, who have nowhere else to go: but they must nurse their moral conservatives more carefully than the Tories must. Tory homophobes have nowhere else to go.

So far, Neil Kinnock has (in effect) promised a free vote on the age of consent. My judgment is that, beyond this, there aren't many votes to be won that he hasn't

already got. Not so with the Tories. I have no reason to doubt John Major's personal open-mindedness towards homosexuality. I know it is genuine. But I should be surprised if he is not aware of a modest electoral possibility here.

The evidence is that as many homosexuals are Conservative-inclined as heterosexuals. Material self-interest in a one-person (or two-person, two-earner, no-children) household favours a low tax economy: and I have observed a deep conservatism in many gay men. Insecurity may be among the causes.

If, as I suggest, there are many homosexuals anxious to vote Tory, prepared to forgive their party an attitude marginally less helpful than Labour's, but not to forgive homophobia, then Mr Major has every interest in shifting the Con-

servatives' perceived position a little way towards Labour's. At this stage in the game, Tory-inclined pink voters will be impressed by quite modest moves. These need not risk working-class support.

John Major has had a chat with Sir Ian McKellen and written a cautiously friendly letter to the Tories' gay campaigning organisation, TORCHE, which was hardly reported. My judgment is that he could make a further, cautious, step. A matching promise of a free vote would risk little and could bring him in a few hundred votes in most constituencies, a thousand or so in a handful more.

That would be useful — no less, no more. I admire Peter Tatchell, but if gay activists are careful in their estimates of the votes they can deliver, they are more likely to be believed.

## Blasted into the history books

Know any famous Belgians? Add Dirk Frimout, the country's first astronaut, to the other five

**H**is face adorns every newspaper, magazine cover and television news bulletin in the country. "His big smile, blue eyes, moustache and hair, so sympathetic, so gentle," fawns *Le Soir*, Belgium's biggest selling daily quality newspaper. Who is this divine creation? The king? The new prime minister?

He is Dirk Frimout, the man from Poperinge, West Flanders, who is redefining the name-famous-Belgians riddle. Eddy Merckx, Tintin and Hercule Poirot have seen their day. M Frimout, sitting atop 150 feet and 1,500 tons of liquid propulsion blasting into the blue Florida sky, has etched himself irrevocably on the national psyche. Dirk Frimout, a name and face to conjure with — and Belgium's first astronaut.

The 51-year old electronics scientist, chosen by NASA in 1985, has reawakened a frontier

spirit in Belgians not seen since King Leopold's days in the Congo. The verb "to orbit" has been struck from the dictionary; to "frimouter" round the globe is now à la mode, and Tuesday, takeoff day at the Kennedy Space Center became known as "Jour F".

The state television station RTBF and the Flemish regional channel BRT have broadcast live from Cape Canaveral every day of the past week, as leaks and the inclement heavens agonisingly pushed back the final countdown. On the set of *Télé-Bruxelles*, the capital's station, an enormous model of Frimout's shuttle, the Atlantis, has been rigged up, and university boffins are called in daily to explain before the cameras the high-technology superstructure. The takeoff brought Belgium to a standstill. "The noise, the light, the emotion: He's gone!" ran the banner headline in

*La Libre Belgique* yesterday.

In a nation seemingly obsessed with looking into the sky — 2,600 Belgians confessed to having seen UFOs in a nine-month cosmic purple patch in 1990 — it has been disappointing to learn that the Atlantis will be invisible as it circles 300km above the globe for the next six days on its eight-day mission. But the television and newspaper images persist, and Belgians can rest content in the knowledge that Dirk can have no higher calling. M Frimout, it has been made poignantly clear, is no galactic joy rider: his is a voyage of destiny. Mission STS-545 is destined to save the planet. The seven-man crew of Atlantis, which also includes British-born Michael Foale, will undertake a dozen experiments to try to establish whether ozone depletion is natural or of man's causing.

Travelling to Western Flanders on a pilgrimage to M Frimout's birthplace, Poper-



Up and away: Dirk Frimout, an electronics scientist, is the first Belgian in space

inge, a tiny hop-dependent community "forgotten by its Flemish mother". *Le Soir's* intrepid Christian Laporte tracked down the cosmonaut's sister, Micheline Frimout's personal voyage of discovery has been rather more terrestrial than her brother's: she teaches dress design at the local school and has married the local mayor of "Frimout City".

"Of course I talk to my pupils about it," she told M Laporte. "But I don't talk about him going to the moon. I talk about him saving the ozone layer, so that we can all breathe."

The quest to understand more about Belgium's favourite son then uncovers an old classmate, Roger Vancayseele, who remembers Dirk the earlaring as "a shy but marvelous companion who beat us all at science. He was also good at chess".

After leaving Poperinge M Frimout blasted his way to stardom via Ghent university and the European Space Agency laboratories in Noordwijk, The Netherlands. But despite his now galactic status, it is to Poperinge that our hero always returns in his free time, jogging with the mayor before his hearty brunch of petit pain.

In 1928 M Frimout's father, a pilot, made a historic flight from Schaffen to Bordeaux. On this greatest Frimout journey of them all, Dirk will proudly carry the red and yellow flag of Poperinge, adorned with corns of hops, and his first Belgian press conference will be in the Hotel de Ville.

Never mind that King Baudouin is recovering from a serious heart by-pass operation in Paris, that a new government has just been formed, that Brussels has just seen a huge anti-racism rally. In his blue NASA space suit, the mad-professor grin beneath the frizzed hair beams out from a dozen news columns.

**O**n his front page last Friday *Le Soir* carried an opinion poll showing the majority of Belgians to be in favour of the country's space spending, which comes to about 500 francs, or nine pounds, per inhabitant in a nation of 10 million. Thirteen per cent of Belgians questioned said they, too, would go on a shuttle mission, "even if it cost 100,000 francs" (£1,700).

Belgium remains one of the most enthusiastic participants in the European Space Agency, and already has five candidates lined up for the Hermes European Space Shuttle. With astronaut training facilities under construction at Zaventem airport in Brussels, the

Frimout voyage could hardly fail to ignite the smouldering embers of space passion.

Frimout's wife Lieve, daughter Barbara and son Emmanuel have all been extensively interviewed, and the family, along with the King's nephews Philippe and Laurent and Maurice Dehaese, the Belgian science minister, are all in Cape Canaveral enjoying "l'aventure Frimoutienne".

Since being chosen from more than 200 international scientific candidates in 1985, M Frimout's patience has been tested by the painstaking, painful rebuilding of the shuttle programme in the wake of the Challenger disaster in 1986. Mme Frimout, reports *Le Soir*, has been undergoing psychiatric counselling to prepare her for the worst.

For her husband, the Atlantis mission is the realisation of a childhood dream. "When I was 16," he told the Belgian journal *Notre Temps*, "I was fascinated by the Sputniks. I bought a short-wave radio and just listened to the bleep, bleep as they came round. I remember all the satellites, the dog Laika, the first steps on the moon, like it was all yesterday. I remember staying up in front of the television all night." Which is just what M Frimout's countrymen are doing all this week.

TOM WALKER



# THE TIMES

## APPOINTMENTS

TO PLACE YOUR ADVERTISEMENT  
TELEPHONE: 071-481 4481 FAX: 071-782 7826

**REDUNDANT?**  
Identify how to find the right appointment using our systematic assessment of aptitudes, interests and personality. Realistic fees for individuals and companies. Free brochure.

**CAREER ANALYSTS**  
90 Gloucester Place, W1. Telephone: 071-935 5452 (24 hrs).

**BEAT THE RECESSION!**  
Know your strengths. Match them to the right opportunities. Market yourself successfully. Beat the recession with our expert help! Free brochure.

**CAREER ANALYSTS**  
90 Gloucester Place, W1. Telephone: 071-935 5452 (24 hrs).

**MONDAY**  
Education: University  
Appointments, Prep & Public School Appointments,  
Educational Courses, Scholarships and  
Fellowships with editorial.  
La Crème de la Crème:  
Secretarial appointments.

**TUESDAY**  
Legal Appointments:  
Solicitors,  
Commercial Lawyers,  
Legal Officers,  
Private and Public Practice with editorial.  
Public Appointments.

**WEDNESDAY**  
Creative & Media Appointments with editorial.  
La Crème de la Crème:  
Secretarial appointments.

**THURSDAY**  
General Appointments:  
Management, Engineering,  
Science & Technology, with editorial.  
Accountancy & Finance.  
La Crème de la Crème:  
Secretarial appointments.

**FRIDAY**  
International Appointments:  
Overseas Opportunities.

To £40,000

The Baris NHS Trust

London

### Director of Information

Excellent opportunity to play a leading role in the total information delivery for this internationally renowned establishment. The prospective Trust comprises four major hospitals with over 1,200 beds and community services serving a national and international catchment population as well as the City and East London. Significant service and technical challenges as the organisation responds to rapidly evolving administrative and clinical environments. Key management appointment to attain and sustain the highest levels of client service throughout the organisation. Real scope for initiative and flair.

#### THE ROLE

- Reporting to the Finance Director as head of a 20 strong, newly constituted information services team. Delivering the highest standards of integrated information and service to managers and clinicians. Gaining credibility and respect from the user community.
- Establishing close liaison with departmental heads and other key users to evolve and maximise system capabilities. Managing third party applications development and facilities management. Rigorously setting and monitoring standards and service levels.
- Strong influence on quality and contribution to strategic development. Spearheading departmental developments to service the future needs of the Trust.

#### THE QUALIFICATIONS

- Very bright graduate, mid 30s-mid 40s. Broad 15 background gained in blue chip business environment. First class record of operational leadership and team management. Experience of large scale systems and highly motivated professional users desirable.
- Proven project manager with strong planning skills and at least 5 years experience of information delivery/application development. Persuasive coordinator committed to uncompromising standards.
- Disciplined analyst and planner. Mature style with stature and ability to command respect. Excellent communication and consensus building skills.

London 071-973 8484  
Manchester 061-941 3818

**Selector Europe**  
A Spencer Stuart Company

Please reply, enclosing full details to:  
Selector Europe, Ref 5368032L,  
16 Connaught Place,  
London, W2 2ED  
071-973 8484

c.£70,000 package

Disney

Euro Disney, Paris

### Head of European Marketing-New Venture

In conjunction with its Euro Disney development due to open next month outside Paris, the Walt Disney Company is set to launch a totally unique product offering in the vacation market, covering a wide range of worldwide destinations and setting a completely new standard for the industry. Challenging opportunity to join the start-up team to head up marketing, defining and implementing a successful launch strategy for an exciting new business venture across Europe. Excellent stepping stone to general management and international career opportunities.

#### THE ROLE

- Responsible to the Vice President for the development and implementation of a European marketing and launch strategy for a sizeable business.
- Operational responsibility for managing the full marketing mix, including product definition, pricing, A&P and PR, interfacing with established US operation.
- Key member of the management team with active input to business planning, acquisition targeting and sales strategy.

#### THE QUALIFICATIONS

- Ideally late 20s-mid 30s graduate, trained in a blue chip FMCG environment. European credentials with fluency in English and French essential.
- Successful track record in managing a Europe-wide product launch with evidence of having successfully applied consumer and direct marketing skills to different industries.
- A strategist and a doer with an ability to operate in an entrepreneurial, fast moving and creative environment. Strong general management potential.

London 071-973 8484  
Manchester 061-941 3818

**Selector Europe**  
A Spencer Stuart Company

Please reply, enclosing full details to:  
Selector Europe, Ref 5368032L,  
16 Connaught Place,  
London, W2 2ED  
071-973 8484

### Senior Manager Worldwide Financial Systems

Salary: c. £50,000 pa + Substantial bonus + Benefits + Car  
Location: West London

Our client, a major blue chip multi-national is reorganising its structure to maximise the utilisation of Information Resources for competitive advantage.

This has created an opening for a talented and dynamic Senior Manager to orchestrate the worldwide integration of all aspects of the Finance function, seeking opportunities for synergy and economies of scale.

You will need significant international experience and possess first-class communication and presentation skills.

You will have a thorough understanding of IT and have the ability to work with suppliers to ensure their latest developments have relevance to the company's changing requirements.

Already a successful manager, you will have a comprehensive grounding in business

including best accounting practice as used in major corporations.

Significantly, applications are welcome from either the Accounting or IT disciplines, provided you can show tangible evidence of utilising both sets of skills to effect positive change.

For the successful candidate the prospects are excellent, and the rewards include a high base salary, performance related bonus, executive car, pension scheme and private health care.

If you believe that you can make a real contribution in this environment then please write, enclosing your full CV, to the advising consultant John Kearney at Harvey Nash, quoting Ref: HN565. Please include your current salary details and a daytime contact number.

**HARVEY NASH**

DRAGON COURT, 27-29 MACKLIN STREET, LONDON WC2B 5LX TEL: 071-935 0035

SEARCH & SELECTION IN INFORMATION TECHNOLOGY

### Product Management Consultant

Excellent salary plus car and benefits, Berkshire

Microsoft is one of the world's most influential software organisations. The company is universally recognised as shaping the PC environment with innovative products such as Windows, Word for Windows and Excel.

The UK operation based, near Reading, is a dynamic, fast moving environment which offers rapid personal development and career progression.

For a confidential discussion call Claudia Nelson or Peter Kelly today between 5.00pm & 6.30pm on (0494) 463232, or weekdays during normal working hours, or write with a full CV indicating current salary details, quoting ref. ST22392M to: Wardswell Marketing Selection, 4 Cliveden Office Village, Lancaster Road, High Wycombe, Bucks HP12 3YZ

**The Position**  
Working in the marketing department, you will play a key role in designing and maintaining a product management information and reporting system for business planning and inventory forecasting, as well as providing business information and analysis for management.

You will also assist in the development and implementation of the new product introduction process within Microsoft.

**The Person**  
You will have excellent business acumen combined with strong analytical and technical skills especially in databases and spreadsheets.

Ideally aged 24-35, of graduate calibre and 4 years business experience, you will have good interpersonal and planning skills.

You will probably have product management experience but this could be an excellent opportunity for a business analyst to enter a marketing department.

**Microsoft**

### GROUP IT CONSULTANTS

£40,000 + car and benefits

Investment in the development of their existing businesses and in strategic acquisitions has made our client one of the UK's most successful multinational Groups. Sales of more than £3.5 billion are generated through a diverse but related range of retail and consumer products businesses worldwide. The innovative use and optimum development of IT systems continues to be fundamental to their success.

We are now seeking outstanding IT professionals for two newly created roles at the Group Head Office. The prime objective will be to undertake strategic projects to spearhead the development of common IT policies across Group companies, and to maximise the benefits the Group can gain from IT, especially where synergy can be obtained or the benefits of scale realised.

Reporting to the Group Director of Information Technology, this will

involve appraisal and evaluation of business unit IT strategies, standards, methodologies and package solutions; establishing Group-wide IT policy where necessary; and leading and implementing important IT projects within the operating divisions.

You should have proven experience in the provision of large systems across several of the following areas: R&D, consumer manufacturing, logistics and supply chain management, EPOS, sales, marketing, finance and management information. This should have been within a mainframe or mini environment and will preferably include end user computing solutions and/or telecommunications.

A graduate, possibly with an MBA, in your 30's, you must have a sound understanding of IT within large group environments, gained in a Blue Chip Group or major management

consultancy. Demonstrable ability to initiate and drive through strategic IT change should accompany excellent communication and report writing skills. Also important is your skill in influencing the decisions of directors and other senior colleagues. These are key roles for committed professionals, where your success will bring outstanding opportunities for significant career advancement.

To learn more please write to Sue Rossiter or Francesca Hall-Drinkwater at Barrett Webb Limited, Ashbrite House, Lower Dagnall Street, St. Albans, Herts AL3 4PA, enclosing your curriculum vitae. Telephone 0727 57755 or fax 0727 812885.

**Barrett Webb**  
Search & Selection

### Group Marketing Director

Direct Marketing

£80,000 + Package

Provinces

This top marketing position within one of Europe's major direct marketing groups demands a person of exceptional skills and experience. These would include:

- \* Marketing management in a complex volume organisation with in-depth understanding of direct marketing practices / trends.
- \* Practical experience of exploiting databases and demographic services for promotional targeting.
- \* Controlling multi-million pound budgets and managing substantial manpower resources.
- \* Operating currently as a plc Director or Managing Director of marketing agency.
- \* Charisma, intellect, creativity, techno-literate, practical are apt descriptions of the ideal candidate.

The influence of the marketing function will be crucial in achieving the Group's future strategy. This position offers exceptional opportunities for an entrepreneurial leader to achieve fulfilment.

Candidates should send a comprehensive c.v. or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000 quoting reference (ST 643A).

**Howgate Sable**

EXECUTIVE SEARCH AND SELECTION

FOUNDER MEMBER



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

whiteheadselection

## Distribution Development Manager

Major UK Retailer  
Beds./Bucks.  
c. £50,000 plus benefits

This major UK retailer operates through a network of c. 300 stores. Turnover in 1990 reached almost £1bn. Due to rapid growth over the past ten years, warehousing and distribution operations have expanded considerably. A major capital investment programme is underway and further distribution centres are scheduled during the 1990's.

You will assume responsibility for future warehousing and distribution strategy, planning longer-term changes in facilities. This will involve evaluating alternative options such as centralised high volume/low volume items, product-based warehousing etc., and intermodal road/rail combinations to service specific areas in the UK.

Aged 33-43, of graduate calibre, you will be a senior logistics management professional with experience in a multi-location network, including the construction of new distribution centres. Your track record will demonstrate an ability to implement change, and the conceptual and innovative skills to identify and deliver new opportunities. Strong leadership skills and a commercial approach are essential, together with significant exposure at Board level. (Ref 543)

Please write with CV and current salary to Carol McNeill-Ritchie, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HE

A Whitehead Mann Group PLC company

whiteheadselection

whiteheadselection

## Regional Director - Sales

Business services  
Thames Valley  
Earnings c. £45,000 plus car

Already one of the market leaders, with revenues in excess of £150m, this business services company has excellent potential for growth through additional penetration of existing accounts and acquisition of new customers.

A subsidiary of a major plc, the company is committed to investment in information technology and management development as key contributors to its competitive edge.

Reporting to the Sales Director, you will be responsible for achieving revenue and profit objectives from customers in the London and South East Region. You will direct and control a sizeable team of sales, national accounts and support staff, and contribute to business strategy as a member of the senior executive team.

Aged early 30's-early 40's and of graduate calibre, you must have a successful track record as manager of a substantial sales and support function in a business to business environment, where sales growth is through long-term client relationships at board level and after-sales service an ongoing activity. Demonstrable achievements in staff development, team building and major account handling will be critical factors. (Ref 2129)

Please write with CV to Stuart Spindler, Whitehead Selection Ltd, Blagrove House, Blagrove Street, Reading RG1 1QA.

A Whitehead Mann Group PLC company

whiteheadselection

whiteheadselection

## Export Sales Manager

London  
To £35,000 package, car, benefits

This £45 million manufacturing company continues to maintain its profitability and turnover, despite the recession, and is now the undisputed market leader in its field. An autonomous division of a highly respected PLC, its success is based on its ability to provide a quality of product and service which is second to none. They are now looking to expand their exports by the appointment of a dedicated export sales manager.

Reporting to the Sales Director, you will be responsible for all export activity which is predominantly based in mainland Europe. You must expect to be abroad for a significant amount of time.

Aged 27-40, educated to a good standard with French to at least business level, you will have a proven track record of selling a service or products customised to client requirements, with a minimum of two years export experience.

Career prospects within the Group are excellent. (Ref 545)

Please write with CV to James Thorne, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HE

A Whitehead Mann Group PLC company

whiteheadselection

whiteheadselection

## POLAND

Warsaw Based  
Unique Career Opportunities

We have been retained by several multinational companies with global brands seeking to capitalise on emerging opportunities in Central and Eastern Europe.

**Head of Human Resources** - major new acquisition.

**General Manager** - Start-up FMCG operation.

**Financial Controller** - major new acquisition.

**Sales Manager** - FMCG, opportunity for progression to General Manager.

Each of these positions offers the successful candidate an exceptional career opportunity, not necessarily available in the West, to capitalise on his/her background/language abilities, and create a substantial organisation in the potentially very large consumer markets.

Candidates will be Polish speakers with a record of achievement in their field, who are positively inclined to relocate to Poland on a long-term basis.

The competitive remuneration packages will include full relocation assistance where appropriate. (Ref 546)

Please write with CV and current salary to Richard Kaluzynski, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HE

A Whitehead Mann Group PLC company

whiteheadselection

CIVIL STAFF

**DIRECTOR OF TECHNOLOGY SERVICES**

£37,928 - £42,870 p.a.

## A key responsibility in a major operation

Few environments can match the Metropolitan Police Service for sheer diversity of specialist technological applications. A workforce of 44,000 - both police officers and civil staff - depend on a wide variety of innovative computing, communication and electronics services. Managing and developing these resources is a vastly important and complex undertaking, and the individual we are seeking for this role will need to possess an impressive array of skills and experience.

Following a major re-organisation of the Metropolitan Police support organisation we expect to create an important new post, reporting to the Director of Technology. Your brief will be to provide a critically responsive, high-quality operations, maintenance and support service for all our technology systems; establishing and monitoring performance objectives, setting cost-estimates and controlling expenditure. A member of the Department of Technology's management board, you will be responsible for around 900 staff at all levels, so excellent staff-management skills are an essential qualification.

You should possess a proven and substantial record of experience in the management of the provision or operation

of electronic or computing systems, together with the ability to manage substantial budgets.

Depending on your qualifications and experience, you will receive a salary package of between £37,928 p.a. and £42,870 p.a. (inclusive of London Weighting), while further increases through performance pay are available up to a maximum of £49,671 p.a. (inclusive of London Weighting). An attractive benefits package includes non-contributory, index-linked pension scheme, generous holiday entitlement and, if appropriate, relocation expenses.

For further information on this key position, please call Mr Boothman on 071-230 8588.

For an application form and a detailed job description you should contact Miss Lavinia Watson, quoting reference E9(D)42/92A, on 071-230 2723.

Closing date for the receipt of applications: 9th April 1992.

We are an Equal Opportunities Employer and welcome applications from suitably qualified individuals regardless of race, religion, sex or disability.



Employing over 16,000 people, the Metropolitan Police Civil Staff is one of London's largest employers, providing comprehensive and essential administrative, professional, scientific and technical services throughout the capital.

OPERATIONS

GENERAL

MANAGER

A KEY ROLE ON

OUR SENIOR BUSINESS

MANAGEMENT TEAM.

c.£40k + car.

Trowbridge, Wilts.

Mercury Communications Mobile Services is one of the fastest-moving businesses in the mobile communications market. As our growth accelerates, so we seek an Operations General Manager to take control of all day-to-day activities and provide support to the Group Product Manager who heads the business.

Part of the senior management team, you will be responsible for the quality standards and commercial performance of functions including engineering/installations, service/repair centres, stores, buying, building services and branch administration. Leading a team of over 40 people, you will implement best practice policies which you have helped to formulate at executive level, always with an emphasis on delivering customer service as well as commercial advantage.

Probably a graduate, you must have a proven track record of successful business management in a quality conscious, customer-focused environment. An engineering or cellular industry background is not necessary but you must

be PC literate and able to assimilate product knowledge. Excellent team management skills and an original approach to problem-solving will be essential.

Salary will be around £40,000pa plus comprehensive benefits including executive car and assistance with relocation to the attractive Trowbridge area of Wiltshire (just off the M4).

If you have the drive and enthusiasm to succeed in this fast moving environment, please send your c.v. to: Peter Wyatt, Mercury Communications Mobile Services, Carphone House, Newmarket Avenue, White Horse Business Park, Trowbridge, Wiltshire BA14 0XQ.



POWERED BY PEOPLE



FMS is a Division of Renter Simkin Limited

## INTERNATIONAL MANAGEMENT CONSULTANTS

Our client, a dynamic consultancy specialising in the management of change. They have a strong track record in improving business performance, for multinationals and large national organisations. Their main area of focus involves assisting management, through close team work, to make strategies reality and organisations more effective.

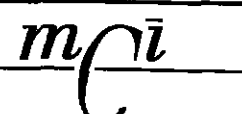
In order to maintain the high quality of service to their existing client base, and continue expansion, they are seeking people who can demonstrate the following:

- Highly developed interpersonal and communication skills.
- The intellectual capacity to bring clarity out of complexity.
- The confidence to work well on their own with all levels of management.
- Internationally minded, self-motivated and able to manage and deliver projects.
- Relevant consulting and large organisation experience.
- A degree and MBA (or equivalent level of academic/professional qualification).
- Age early to mid 30's.

Ample opportunity will be given to contribute to and participate in, the development of the consultancy and to utilise your skills to the full. Some travel will be necessary so a

LONDON

£33-40,000  
+ SUBSTANTIAL  
BONUS



Development Director

Central London

c. £40,000 + Car

The Management Charter Initiative is an employer-led drive to improve the quality and accessibility of management education and development in the U.K. In an area of crucial national importance much has been achieved already. An essential element of the challenge is to initiate research which leads to the setting of standards both for qualifications and for management development programmes.

The Development Director will ensure that MCI continues to be at the leading edge of research into competence-based standards. The immediate challenge will be to initiate new research and to review what has been achieved so far. Working closely with Marketing, the Development Director will develop products and publications

Director will work closely with qualification-awarding bodies on the development of management qualifications.

Candidates for this challenging role should have a demonstrable record of achievement in line management. Experience in either H.R. management, management education, or consultancy will be relevant. Key personal qualities include a strong intellect (both conceptual and analytical), well developed interpersonal skills, an ability to influence at a senior level, and, above all, a personal commitment to meeting challenges and standards of excellence.

To be considered please send your CV together with an explanation of how you believe you meet the criteria for this position and include details of current salary to Nicolas Mabin, quoting ref. NM382, at Ernst & Young Corporate Resources, Becket House, 1 Lambeth Palace Road, London SE1 7EU.



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

STRATEGIC SALES PROFESSIONALS  
SYSTEMS INTEGRATIONCONVINCE US  
THAT YOU  
CAN CONVINCE THEM

It takes rare qualities to gain respect and confidence in the boardrooms of major companies - intellectual rigour, finely honed business instincts and entrepreneurial energy, combined with a record of achievement which will ensure credibility at the highest levels.

Convince us that you have all of this and you may open the door to a career with unlimited potential, in a market which is set for dramatic growth over the next few years.

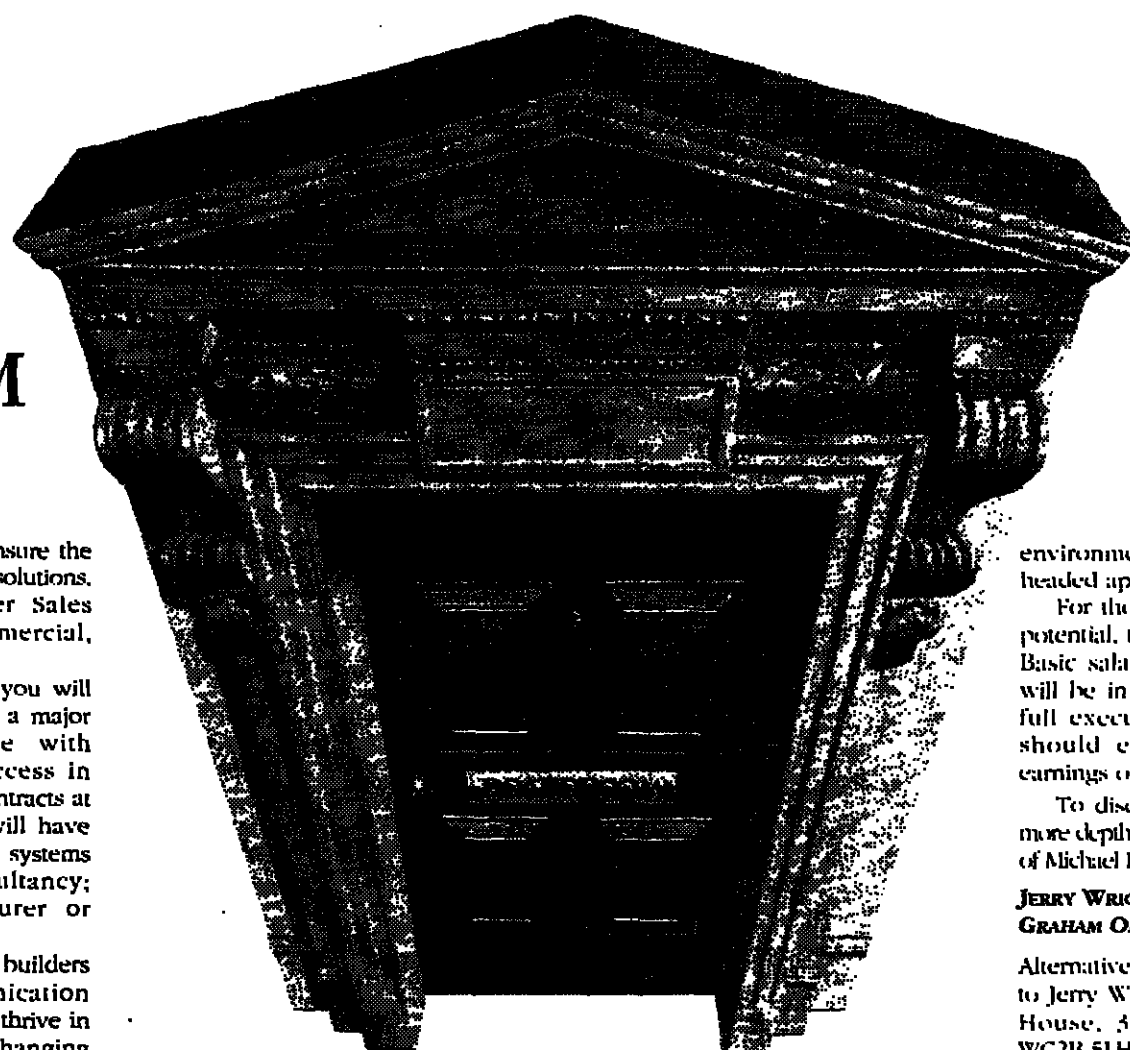
Our client is already a major player in systems integration with an aggressive marketing led and customer focussed strategy which will lead to top 5 worldwide status by the end of the century.

You will be at the forefront of this business development strategy - identifying

and exploiting opportunities to ensure the effective delivery of value added solutions. We are prepared to consider Sales Professionals from all Commercial, Financial and Industrial markets.

Aged early 30's to mid 40's, you will have several years experience in a major accounts/strategic sales role with considerable evidence of success in winning multi-million pound contracts at board level. This experience will have been acquired with an IT vendor, systems integrator, management consultancy, capital equipment manufacturer or turnkey systems specialist.

We need strong relationship builders with well developed communication skills. We need self-starters who thrive in an unpredictable and rapidly changing



environment and have a positive, level headed approach to their work.

For those who can unlock the market potential, the rewards will be exceptional. Basic salaries depending on experience will be in the range £35 - 50,000 with a full executive benefits package. You should expect to achieve on-target earnings of between £50-75,000.

To discuss these rare opportunities in more depth, please call the following Directors of Michael Page Today only.

JERRY WRIGHT on 071 831 2000  
GRAHAM OAKES on 021 627 7000

Alternatively send your full career details, to Jerry Wright, Michael Page Sales, Page House, 39-41 Parker Street, London WC2B 5LH. Fax: 071 831 6293.



MICHAEL PAGE SALES

Specialist Recruitment Consultants  
London, Windsor, Birmingham & Leeds

Our client, a major international business, has created this new senior position.

A Challenging Senior Role  
in Safety Management

c.£32,000

+  
car

Midlands

As part of a multi-disciplined team and leader of safety professionals you would be responsible for formulating Company safety policies covering 40,000 employees located at several sites in the UK. The Company is committed to continuous improvements in health and safety through education, training and audit. A vital aspect of the job is the interface with Government and other agencies in influencing national standards.

For this important role it is essential that you possess a recognised qualification in safety; a degree or equivalent and at least five years experience in industry and safety management.

You will be expected to set high standards for yourself and your team to match those of this prestigious employer.

The terms of engagement and benefits package are designed to attract and retain high calibre applicants and reflect the seniority of this appointment. A relocation package is also available in approved circumstances.

**Confidential Reply Service:** Please write with full CV, quoting reference M696 on the envelope and listing separately any company to whom you do not wish your details to be sent. CV's will be forwarded directly to our client who will conduct the interviews. Bakers LBW, Bakers House, 93 Broad Street, Birmingham B15 1AU.

Barkers LBW

Hertfordshire

Attractive Package

OPEN SYSTEMS INTEGRATION

## Systems Architects

Use your technical skills in a commercial arena

Bull is a \$6.5 billion global organisation employing over 40,000 people worldwide. We are a leader in the Open Systems business, a major Systems Integrator, marketing an extensive range of business solutions backed by advanced hardware, software, integration, support and consultancy services.

Your brief is straightforward and challenging: build on our existing excellence through highly technical integrated solutions for business.

These high profile roles will suit individuals who thrive on intellectual challenge and technical innovation. You will take full responsibility for the definition and design of major solutions involving multi-vendor technical offerings, determining technical and commercial viability. To ensure your involvement throughout the whole project life cycle you will assume the role of Design Authority.

As Systems Architects, you will be as confident and effective working with customers as with the technical complexities of Open Systems design and integration.

It is imperative that you see yourself as the technical expert for Open Systems Solutions within your current organisation.

As you would expect for a person with these qualities, the rewards are substantial both in terms of the overall package and career opportunities.

Please send or fax your CV to our advising consultants at Goodman Graham & Associates, 8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR quoting reference no. 2311. Tel: 0923 855515. Fax: 0923 854791.

Worldwide  
Information  
Systems

Bull



D BY PEOPLE

Considerable interest is always shown in positions advertised by our client. As one of the leading IT players in the UK, their brief to us is simply 'bring us the best'.

In this case, the best will be people with personal qualities that equal their qualifications. Individuals who combine an IT pedigree with an instinctive and proven commercial acumen. Preferably with a degree and with extensive experience in a consultancy type environment, the appointed Business Consultants will be able to demonstrate not only a wider understanding of IT, but the ability to apply this knowledge creatively, effectively... and most of all commercially.

You will be able to offer feasible IT solutions that can be easily assimilated into a client's working practices and company culture. And to shape recommendations which will solve both the immediate requirement, while at the same time anticipating future needs. Most important of all, you will be able to communicate with clients at all levels and demonstrate a real understanding of the 'business of business', thereby gaining the respect of clients and creating a basis for the responsible exploitation of all genuine business opportunities.

Experience in specific market sectors such as retail, distribution, healthcare and finance will be desirable, together with recent proven success in both the public and private sector.

A flexible and adaptable attitude is also essential as is a willingness to work long hours and to travel - often at short notice.

Naturally the package offered in return for this commitment will closely reflect the challenge involved.

If you've read this far, you doubtless feel qualified for this post. Please write and tell us why.

Keith Thomas, Managing Director, Lansdowne, Rosedale House, Rosedale Road, Richmond, Surrey TW9 2SZ quoting Ref ST/1170.

Senior  
Business  
ConsultantsDo you have  
what it takes?

c. £40k.

LANSDOWNE

Rosedale House, Rosedale Road,  
Richmond, Surrey TW9 2SZ.

## TELEPHONE BUREAU MANAGER

Our customers ask a lot of us. We ask even more of you.

c.£33,000 + car

Swindon

It's 9.00am on Christmas Day. One of our customers needs to reach us urgently: there is no water coming out of the taps...

Thankfully problems like this are rare. But if something does go wrong - a cracked main, a problem with a bill - we're on hand to put it right. 24 hours a day, 365 days a year. As a company which provides an essential service to over 11 million people, we can never be off duty.

We are currently investing in our customer service operation to improve this service further. By July 1993 all calls will be handled from one, fully integrated Customer Centre in Swindon. Making use of the very latest call-distribution technology and computer systems, this centre will be capable of handling around two million phone calls every year.

As Telephone Bureau Manager you will manage this key part of our business through the period of change and beyond. This will mean combining two separate telephone bureaux and bringing about measurable improvements in the service we offer. The role combines planning ahead with all the challenges of managing day-to-day operations and ensuring our customers' queries are

satisfactorily resolved. To ensure your promises are actually delivered you will need to foster good relationships with other areas of the company.

To succeed you will need to combine substantial senior experience of a large-scale customer service operation with superb management skills and a thorough understanding of ACD systems. People skills are of primary importance as you will be managing around 100 staff through major change. Educated to degree level or equivalent, you will have excellent communication and problem-solving skills and the ability to deliver to the highest standards, even during periods of intense pressure.

As you would expect for a role of this importance, the rewards are considerable and include a salary of around £33,000, company car, performance-related pay, BUPA, contributory pension and relocation assistance, where appropriate.

For further information please telephone Jan Morris, Personnel Manager, on 0734 399367. To apply, please send your cv to her at Thames Water Utilities, Napier Court 5, c/o Nugent House, Vastern Road, Reading, Berks RG1 8DB.



RUNNING WATER FOR YOU



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## Finance and Administration Manager

### Bulgaria

Take responsibility for a new area

Excellent expatriate package

British Gas is committed to expanding its exploration and production interests worldwide. Presently, it has over 150 licence interests in North West Europe with production from over 27 oil and gas fields. International operations range over Eastern Europe, Africa, the Far East and America and a substantial financial commitment to continued growth has been made.

Bulgaria has been confirmed as an area for expansion where several interests are already held and more anticipated. Seismic surveys are being completed and drilling is planned to commence later this year.

Reporting to and deputising for the General Manager, you will be responsible for all finance and administration matters relating to the company's activities in Bulgaria including liaising with government bodies and partners, providing prompt and effective accounting services, being the focal point for all relevant commercial, economic and social issues and generally ensuring the company's operations run as smoothly and effectively as possible.

Fully qualified, you have sound experience in an accounting and administrative role in a difficult overseas environment. With at least ten years' post qualification experience, most of which has been with an oil and gas company, you have the ability to run a small department and can successfully handle wide ranging issues and problems. It would be particularly advantageous if you have set up the financial function in a remote location.

A comprehensive and highly competitive expatriate package is available and you will be based, on married or single status, at the company's offices in Sofia. A maximum assignment of three years is envisaged and you should regard this as the start of a long and attractive career with one of the industry's fastest growing and most successful companies.

In complete confidence, please ring or write with CV to: John Black, Managing Director, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1Y 3HA. Telephone: 071-629 5909.

"Maximising potential through equal opportunities" 

## British Gas

## Unique Opportunities for Business Development Managers

### Pub Retailing

Our client is a major national brewer with probably the most enlightened approach in the leisure industry to the successful development of leasing operations.

As a result of the application of an innovative, carefully focussed and supportive policy, the potential for profitable development throughout our client's leasehold estate is now vast both for itself and its lessees. Outstanding business developers are sought in several northern and southern UK locations to manage this growth and share in its rewards. Each will be responsible for a number of pubs.

Probably aged 25-35 and educated to degree level, you will already have a successful record of managing the operations of a multi-site retail area, preferably pubs but possibly other types of leisure retail outlets.

£25-£30,000 package + car

You will be a self-starter with the commercial sense and determination to succeed. Above all, you will have the personality, communicating ability and diplomatic acumen to 'sell' rather than 'tell' in your working relationships.

A generous remuneration package will be negotiated, including full relocation expenses if necessary. Success in these challenging positions could lead to excellent career development opportunities in this progressive group.

Interested men and women should write in strict confidence with a detailed CV including current earnings and daytime telephone numbers to: Michael Chapman at Knight Chapman Limited, 11 Garrick Street, Covent Garden, London WC2E 9AR. Tel: 071-379 7879. Fax: 071-497 2133.

### Knight Chapman

Limited

SEARCH AND SELECTION CONSULTANTS

## DIRECTORS SEEKING A NEW ROLE?

Maximise your potential in tomorrow's employment market



Demand more than well meaning Career Counselling or Outplacement advice. Insist on real direction to your job search based on current market intelligence and interview feedback with the most advanced Inplacement and Outplacement facilities.

Our subsidiary InterMex accesses over 6000 unadvertised vacancies annually - mostly between £40,000 and £200,000 p.a. - and makes recommendations from its approved candidate bank without charge.

Telephone Keith Mitchell on 071-930 5041 for an exploratory meeting without obligation.

Landseer House, 19 Charing Cross Road London WC2H 0BS Tel: 071-930 5041 Fax: 071-930 5048

INTEREXEC PLC - means much more

### SHERIDAN

DESIGNED IN AUSTRALIA

### DESIGN DIRECTOR

Textile Industries Australia Limited is seeking to appoint a Design Director based in Sydney, Australia.

The products include Sheridan bedlinen, bath products, drapery and upholstery, as well as other brands.

The position entails responsibility for the creative direction and communication of same to our team of designers and customers.

Experience as a Textile Designer in a similar role would be well regarded. However, a strong creative background and excellent communication skills are essential.

Written applications should be submitted prior to end March with initial interviews to be held in London during April. Applications to be marked "Private & Confidential" to:

Personnel Manager,  
Textile Industries Distributors Ltd  
Unit 27 Kennedy Way Industrial Estate  
Mouthatten Road, Tiverton, Devon, EX16 6SW

### CHIEF EXECUTIVE OFFICER REQUIRED

FOR RAPIDLY GROWING MULTI DISCIPLINED ENGINEERING BUSINESS WITH AN INTELLECTUALLY BASED QUALITY APPROACH TO INTEGRATED ENGINEERING SYSTEMS

CANDIDATES SHOULD BE GRADUATES WITH NOT LESS THAN 20 YEARS OF COMMERCIAL EXPERIENCE IN AN ENGINEERING SERVICES ENVIRONMENT

FURTHER PROFESSIONAL QUALIFICATIONS DESIRABLE BUT NOT ESSENTIAL

STARTING SALARY AROUND £45K PA

APPLICATIONS IN WRITING TO:

THE CHAIRMAN  
4 MELTON ROAD, OAKHAM, LEICESTERSHIRE

## Safety And Environment Manager

### Materials Processing

North West,

c £30,000,

Car Allowance,  
Benefits

Part of a first rank multi-national and a UK market leader, this progressive company has made a firm commitment to safety and environmental protection. Turnover is valued at c£150m and the company has c500 employees.

Reporting to the Managing Director you will be a graduate in chemical engineering or a related discipline, aged 35-45, and hold a professional safety management qualification (for example, IOSH). Your experience will have been gained in large-scale chemical processing, or a similar environment.

Leading a small team you will devise and implement effective safety management alongside environmental programmes which meet or exceed legislative standards. A key part of your role will be to further improve the company's performance in ISRS audits. An excellent rewards package, reflecting the importance of this position, includes salary, annual bonus, car allowance, private health insurance, pension and relocation assistance.

Male or female candidates should submit in confidence a comprehensive c.v. to: J. Morrison, Hoggett Bowers plc, St. James's Court, 30 Brown Street, MANCHESTER, M2 2JF. 061-832 3500, Fax: 061-834 8577, quoting Ref: M19103/ST.

## Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

## FINANCE & ADMINISTRATION MANAGER

North East

Part of an American-owned international Group, this successful and progressive North East manufacturing company is embarking upon a period of dramatic change aimed at increasing its competitive edge, maximising profitability and maintaining its position as a European leader in a specialised sector of the packaging industry.

A key factor will be the recruitment of a commercially astute business executive who will be expected to make an immediate impact as a member of the senior management team.

Your brief will be to assume full responsibility for the company's non-manufacturing activities with emphasis on all aspects of finance and accounting, the further development of internal systems and the implementation of enlightened human

resource policies affecting the 200 employees.

Almost certainly in your thirties, you will be a graduate who has gained broad-ranging financial and business experience within a sophisticated manufacturing environment. Above all, you will be a creative and strategic thinker who can introduce and manage change. You will need to be computer literate, decisive, pro-active and an outstanding team builder prepared to lead from the front.

The overall package will attract applicants of the highest calibre and there are genuine prospects of early advancement into general management.

Please write with full CV, quoting Ref. 5089 to Barnes Kavelle Limited, Human Resource Consultancy, Cavendish House, Queen Street, Mirfield, West Yorkshire WF14 8AH.

RECRUITING **BARNES KAVELLE** EXCELLENCE

## HR EXECUTIVE

To £35,000

City

Our client is one of the leading and most prestigious legal partnerships in the UK. Highly successful, the firm is an important and influential member of the City community and employs around 1,000 staff in the London office with further offices in Brussels, Hong Kong, New York and Paris.

We seek a Human Resources Executive to join a busy team committed to accelerating the development of a comprehensive personnel service for the firm. Reporting to the Head of HR, the job-holder's responsibilities will include Policies and Procedures, Compensation and Benefits, grading structures,

appraisal systems, new legislation, managing the development of the computerised database and a wide variety of ad hoc projects and research.

Candidates for the position must be graduates aged 25-35. You will be able to demonstrate a thorough grounding in HR management issues in a 'Blue Chip' company, or recent relevant experience in a major professional firm or other City institution. The IPM qualification is preferred, but not essential.

Please send career and current salary details, including a daytime telephone number, to Barry C Skates at our Maidenhead office.

MKA MANAGEMENT CONSULTING LIMITED  
Tectonic Place, Holyport Road, Holyport,  
Maidenhead, Berks SL6 2YE  
Telephone: (0628) 798015  
Fax: (0628) 798138

## MKA

BELGIUM • FRANCE • GERMANY • ITALY • SPAIN • SWEDEN • SWITZERLAND • THE NETHERLANDS

## GRADUATE CAREERS

Sumitomo Bank is a highly successful international Bank committed to enhancing growth and profitability in the London market.

The Bank provides an extensive range of banking products to prestigious clients throughout the world, including Governments and blue chip corporates. As well as a domestic network of 350 branches we have a well established global presence of over 60 branches, representative offices, subsidiaries and affiliates.

Each year we recruit a small number of graduates to participate in a comprehensive training programme. The initial training lasts approximately 6 months and provides an insight into the Bank's operations.

In the second phase of the programme graduates are assigned to a business promotion group,

where full on-the-job instruction will be offered, supplemented by specialist credit training.

To participate in this programme you should ideally be a 1991/92 Graduate with a First or Upper Second Class degree in Economics or Business Finance and be less than 25 years old. In addition you should be able to demonstrate a lively and inquiring mind and possess strong analytical skills, enabling you to make an early and positive contribution to the success of the Bank.

Please send full curriculum vitae and covering letter to:

Sandie Legg, Graduate Recruitment,  
The Sumitomo Bank Ltd., Temple Court,  
11 Queen Victoria Street, London EC4N 4TA.

## SUMITOMO BANK



Howgate Sable



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## Public Relations Management

## Communications

c.£30,000 + Car + Bonus

South East

Dynamic leader in expanding marketplace with over £500 million investment for growth requires outstanding PR team to develop and promote its reputation, products and services. Opening up new markets. Secure backing, profitable. Fast moving, marketing driven. Committed to quality.

## Corporate Campaigns

## THE POSITION

SL1297a

- Corporate spokesperson for company and market issues. Promote image and awareness at a company level.
- Develop and implement PR strategy, campaigns and communications programmes.
- Manage media relations and agencies. Support sales and marketing. Reports to Head of PR.

## QUALIFICATIONS

- Aged 28-35, graduate calibre. Significant corporate and consumer PR experience. Strategic and hands-on. Ideally in-house background.
- Team player. First class written and presentational skills. Diplomacy, drive and flexibility.

## Products &amp; Services

## THE POSITION

SL1297b

- Promote products and services for the company. Reports to Head of PR.
- Manage suppliers. Develop trade media relations. Gain exposure in publications.
- Maximise awareness through competitions, sponsorship, conferences, etc.

## QUALIFICATIONS

- Aged 28-35, graduate calibre. Extensive experience of product based PR within an agency or in-house.
- Empathy with technology based services. Able writer. Hands on and enthusiastic project leader.

## New Venture

## THE POSITION

SL1297c

- Build PR function within new subsidiary. Create consumer pull through retailers.
- Develop message sets, profile and positioning. Manage media relations and agencies.
- Devise and implement PR strategy, campaigns and communication programmes. Reports to Head of PR.

## QUALIFICATIONS

- Aged 28-35, graduate calibre. Broad consumer/retail PR experience with promotional strengths. Probably agency background.
- Team builder. Strong written and presentational skills. Able communicator with initiative and drive.

Please reply in writing, enclosing full cv, quoting relevant reference  
7 Shaftesbury Court, Chalvey Park, Slough, SL1 2ER

S ELECTION

SL1297a  
SL1297b  
SL1297c  
SL1297d  
SL1297e  
SL1297f  
SL1297g  
SL1297h  
SL1297i  
SL1297j  
SL1297k  
SL1297l  
SL1297m  
SL1297n  
SL1297o  
SL1297p  
SL1297q  
SL1297r  
SL1297s  
SL1297t  
SL1297u  
SL1297v  
SL1297w  
SL1297x  
SL1297y  
SL1297z

## Multi-National Major Account Manager

## International Services

To £45,000 + Car

M4 Corridor

Highly successful, advanced technology based, services supplier requires major account development professional to maximise market penetration in Europe and internationally.

## THE COMPANY

- Leading supplier of interactive information systems to third parties serving the consumer and corporate business sectors. Expanding brand portfolio.
- Profitable and well funded. International market presence with strong local support. Continued rapid growth.
- Young and dynamic culture. Committed to quality.

## THE POSITION

- Responsible for maximising multi-national major account business. Reports to General Manager Sales.
- Lead sales, marketing and support teams to achieve revenue, profit and market share targets within designated accounts. Manage Account Executive.

- Negotiate contracts. Forecast business. Monitor accounts' performance. Extensive travel.

## QUALIFICATIONS

- Demonstrable success in complex sales and key account development. Ideally in service organisation marketing via consumer business multiples.
- Aged 27-40, graduate calibre, blue-chip trained. International expertise and fluency in a second language preferred.
- Empathy with enabling technologies. Flexible, committed and dynamic. Able negotiator and communicator.

Please write, enclosing full cv, Ref SL1298  
7 Shaftesbury Court, Chalvey Park,  
Slough, SL2 5AF

S ELECTION

SL1297a  
SL1297b  
SL1297c  
SL1297d  
SL1297e  
SL1297f  
SL1297g  
SL1297h  
SL1297i  
SL1297j  
SL1297k  
SL1297l  
SL1297m  
SL1297n  
SL1297o  
SL1297p  
SL1297q  
SL1297r  
SL1297s  
SL1297t  
SL1297u  
SL1297v  
SL1297w  
SL1297x  
SL1297y  
SL1297z

## Sales &amp; Marketing Director

## Industrial Safety Products

c.£35,000 + Benefits

Bristol

Exceptional challenge for a Director of outstanding ability to drive forward the sales and marketing activity of a world leader set for a period of rapid international growth.

## THE COMPANY

- Market leading manufacturer and distributor of specialist industrial safety products. Outstanding brand recognition in niche market sector.
- Well established, autonomous subsidiary of substantial, diversified plc.
- Setting international standards in a demanding, legislation-driven market.

## THE POSITION

- Broad remit to create and lead strategy to achieve increased market share at home and abroad.

- Managing dedicated and professional in-house team. Optimising and motivating distributor network.
- Board position, reporting to the Managing Director.

## QUALIFICATIONS

- Determined, graduate calibre industrial Sales and Marketing Manager with proven "hands-on" record working through distributors internationally.
- Ambitious team player with developed negotiating skills and realistic commercial acumen.
- Probably aged 35-45. Languages an advantage.

Please write, enclosing full cv, ref AL1295  
37 Queen Square, Bristol, BS1 4QS

S ELECTION

AL1295  
AL1296  
AL1297  
AL1298  
AL1299  
AL1300  
AL1301  
AL1302  
AL1303  
AL1304  
AL1305  
AL1306  
AL1307  
AL1308  
AL1309  
AL1310  
AL1311  
AL1312  
AL1313  
AL1314  
AL1315  
AL1316  
AL1317  
AL1318  
AL1319  
AL1320



We have a challenging role for a high calibre, quality orientated General Manager to take full operational responsibility for a process plant. The emphasis is on continuous improvement in levels of customer service.

The market leader in linen rental with a nationwide operation, we have an excellent reputation for customer service and quality with a strategy for further expansion through product development.

You will report to the Divisional MD and have total operational responsibility for your business unit. In managing a workforce of approximately 300 employees, you will give motivation and clear direction through a period of significant change.

Ideally you should be of graduate calibre, but the emphasis is on proven production and general management experience in continuous processing. A well developed commercial awareness and the development of good

relationships with your customers will be crucial.

A genuine commitment to service excellence, a track record in a demanding operational environment together with proven leadership and team building skills are essential.

You must be a resourceful self-starter, practical in achieving results with the potential to reach board level within 3 - 5 years.

There is a substantial package including a company car.

Please send a full CV to Mr A J Parker, Group Human Resources Manager, Brooks Service Group Plc, Aztec West, Almondsbury, Bristol BS12 4SN. (Telephone 0454 614668)

**BROOKS**  
DELIVERING QUALITY SERVICE

## MANUFACTURING MANAGER

SCO continues to play a major role in the open systems revolution, anticipating technical trends and developing innovative products which satisfy a changing market and meet the needs of business.

Our success is based on a positive and progressive culture which encourages, respects and rewards new ideas, strategic thinking and commitment to quality and achievement of business goals.

We now seek an experienced manufacturing professional who shares this philosophy, to take responsibility for our manufacturing operations and to contribute to the future strategy and direction of the function.

You will manage and review the inventory, order allocation, production, warehousing and distribution activities and will be expected to recommend changes and implement improvements where appropriate.

A key task will be to continue and develop the programme for accreditation under quality standards BS5750/ISO9000 as part of our objective to create a total quality environment.

Preferably with 2 years' experience in a software manufacturing environment you should have and be able to demonstrate good understanding of best manufacturing practices and detailed knowledge of MRP and JIT techniques.

The ability to provide strong leadership for your team and to develop close relationships with senior management both in Europe and the U.S. will be essential for your success.

Most important of all, you will need an open mind, a flexible approach and be able to respond well to change. In return, you will receive an excellent salary and benefits package and have the opportunity to participate in our future development and success.

To apply, please write with full CV to Janet Sennright, The Sans Cruz Operation Ltd, Crossley Centre, Hatters Lane, Watford WD1 8YN.

**SCO**  
OPEN SYSTEMS SOFTWARE  
The Business Choice

## Regional Operations Director

FMCG

c£55,000, car

North East/  
Scotland base

This key management role, with wide operational responsibility, is with one of the major international food groups. The activities responsible to this role extend throughout the North East of England and Scotland, and cover a number of large food manufacturing, sales and distribution units with 2000 employees and an annual turnover in excess of £150M.

Supported by a team of functional specialists, the objectives of the role are to ensure the group strategy is implemented and to effectively manage the necessary changes brought about through consumer and economic demands; responsibilities therefore extend through formulation of regional strategy to profit contribution at operational level.

Age 35-45 and almost certainly of degree status, candidates will have managed a multi-site food manufacturing business with a track record of pragmatic ability, operating both strategically and in an up-front capacity. The size and diversity of the position demand drive, highly developed commercial skills and a pro-active approach to employee relations.

As part of a major plc a comprehensive benefits package is offered with location being highly flexible within the region.

Candidates should send a comprehensive c.v. or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000 quoting reference (S.T. 847C).

**Howgate Sable**

EXECUTIVE SEARCH AND SELECTION

## UK SALES MANAGER

Construction Industry

Package c.£40,000 + car

This is a first class opportunity to join a well established leader in the development of specialised products for the construction industry. The Group is international with a small but growing presence in the UK and it is now seeking to increase its UK market share, followed by entry into Europe.

The post is autonomous and reports to a Director based overseas. It has responsibility for both the business development and profitable running of the UK business based in Berkshire. This includes sales, planning, reporting and financial management.

Candidates will preferably possess experience and understanding of the construction industry with proven ability in selling to professional customers including specifiers, property developers, investors

and government departments. Ideally, they should have reached branch/regional manager level with profit centre responsibility. An engineering or science degree would be an advantage. Preferably in their 30s or 40s, they must be practical, self motivated, determined and capable of managing and developing a sales led business with considerable scope.

Please reply in confidence, giving concise career, personal and salary details to Michael Fahey, quoting Ref. L670.

Egor Executive Selection  
58 St. James's Street  
London SW1A 1LD

**EGOR**  
EXECUTIVE SELECTION

United Kingdom · Belgium · Denmark · France · Germany · Italy · Netherlands · Portugal · Spain · Switzerland



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## MARKET LEADING FINANCIAL/MANUFACTURING APPLICATIONS.

Unlock your potential in a  
successful and growing team.



Oracle's Financial Applications Products have rapidly established themselves among the world's foremost accounting management systems. We have a growing market share based on technical innovation and quality. Together with our expertise in Manufacturing and Human Resources systems, Oracle is now uniquely positioned to become the world's leading application software supplier. To fully maximise market opportunities we are creating several more important positions:

### BUSINESS DEVELOPMENT MANAGERS

£70k ote + car + benefits Ref ST007

Our need is for high calibre professionals with a successful track record in Applications Sales. You will be responsible for broadening the client base by ensuring that every product implementation results in a satisfied customer and a reference site. You must have:

- In-depth knowledge of Financial or Manufacturing Applications market.
- A track record of sales achievement against target.
- The ability to build lasting client relationships.

### APPLICATIONS CONSULTANTS

£35k + car + benefits Ref ST008

You will be involved in all aspects of Oracle Applications from pre-sales presentations to implementation, by supporting the client base with consultancy and technical expertise in your specialist area. You should have:

- At least 3 years' relevant package implementation experience.
- Professional Accountancy or Manufacturing/Engineering qualifications.
- Drive, initiative and excellent interpersonal skills.

Our policy is to hire the best, reward success and provide an environment that stimulates further achievement.

Please telephone our consultants, Stafford Long, during normal business hours on 071-436 7671. Or send/fax your full c.v., quoting appropriate reference to: Mrs Alison Dickinson, Oracle Corporation (UK) Ltd., Thames Link House, 1 Church Road, Richmond, Surrey TW9 2QE. Fax: 081-948 0915.

# ORACLE®

## DISPLAY CONTROLLER



OUR VIBRANT, INNOVATIVE DISPLAYS ARE ALREADY THE ENVY OF THE RETAIL FASHION WORLD. YOUR ROLE WILL BE NOT ONLY TO MAINTAIN OUR RECORD OF SUCCESS BUT TO INCREASE AND ENHANCE OUR REPUTATION FOR STYLE AND CREATIVITY THROUGH THE NINETIES AND BEYOND.

HEADING UP A 30 STRONG TEAM YOU'LL HAVE A COMPREHENSIVE UNDERSTANDING OF YOUNG FASHION GAINED THROUGH DISPLAY MANAGEMENT IN A SIMILAR ENVIRONMENT.

IF YOU HAVE THAT RARE BLEND OF MANAGEMENT SKILLS, BUDGET CONTROL EXPERTISE AND CREATIVE FLAIR, AND ARE UNHAMPERED BY CONVENTION, WE WOULD LIKE TO HEAR FROM YOU.

PLEASE APPLY IN WRITING ENCLOSED A FULL C.V. TO:

JILL FRANKLIN, PERSONNEL DIRECTOR,  
MISS SELFRIDGE LIMITED, ONE GARRICK ROAD,  
LONDON, NW9 6AU.

Miss Selfridge

## BUYING OPPORTUNITY

to £28,000 + Car London

Our Client is a successful high street retail business expanding aggressively in key locations across the country. They are seeking a unique individual to lead and develop the Brown Goods Buying Function, with particular responsibility for sourcing Audio/Visual Electricals.

You are likely to be aged 25-35 years, with at least 3 years experience as an Electrical Buyer (with a considerable turnover) and have sourced extensively overseas. You will also need to demonstrate a successful track record with clear proof of independent control, the ability to manage stock levels, responsibility for range planning and a flair for promotions. Your interpersonal skills and relationships with suppliers are equally of utmost importance.

If you have all these qualities please send your C.V. to Human Resources Enterprises, 35 St. James Avenue, Hampton Hill, Middlesex TW12 1HH quoting Ref AS/112.



Financial Consultants. Potential £30,000+

## Over six million customers. Over six million leads.

Six million people can't be wrong to choose Prudential. And there's plenty more business where they came from. With one of the largest customer bases in financial services, and an increasing number of new products to meet their needs and those of new customers, we face an excellent future.

Prudential is the UK's largest life assurance and pensions company and, with assets in excess of £43 billion, is one of the biggest financial services groups in Britain. Our portfolio contains many market leading products and we will train you professionally to sell them.

You will enjoy a career with the largest full-time direct sales force in Europe. Planning your day to suit the needs of customers, you will visit people in their homes in your own local area, selling pensions, savings and investment plans as well as life assurance. You will organise your day around the availability of your customers, which will include a combination of evening and day-time work.

If you have drive and determination, confidence and good communication skills, plus previous sales experience in any field, you could receive a good basic salary plus no-limit

commission earnings plus bonuses. Benefits include low-interest mortgage and car loan scheme. Career prospects are excellent.

For full details about becoming a Prudential Financial Consultant, anywhere in London and the Home Counties particularly offices covering the Knightsbridge, Ealing, Epsom, Esher, Kingston, Putney, Watford and Hertford areas, please write with career details or telephone Janet Sullivan, Recruitment Officer, The Prudential Assurance Company Limited, Cape House, 26 Exchange Road, Watford, Herts., WD1 7EG. Tel: (0923) 817628. We are an equal opportunity employer.

Prudential, for whatever you want to be.

## EXPORT SALES MANAGER

MIDDLE EAST TERRITORY • BASED HOME COUNTIES

انبا غرنت مشير بالغا البجيع

UP TO £32K OTE + CAR & BENEFITS

PART OF A TRULY INTERNATIONAL ORGANISATION AND A WORLD LEADING PLAYER IN THE DEVELOPMENT AND MANUFACTURE OF RF, MICROWAVE AND TELECOMMUNICATIONS TEST EQUIPMENT - OUR CLIENT WISHES TO RECRUIT A MATURE, COMMERCIAL AWARE PROFESSIONAL WITH AN ELECTRONICS BACKGROUND, IDEALLY IN RF/MICROWAVE.

BASED IN THE HOME COUNTIES, BUT SPENDING FREQUENT PERIODS IN YOUR DEFINED MIDDLE EASTERN TERRITORY, YOUR CHALLENGE IS TO MEET AGREED SALES TARGETS FOR OUR CLIENTS' PRODUCTS. WORKING ON YOUR OWN INITIATIVE, BUT WITH LOCAL SUPPORT, THIS WILL ENTAIL THE DEFINITION AND IMPLEMENTATION OF APPROPRIATE STRATEGIES, MOTIVATION AND SELECTION OF DISTRIBUTORS/AGENTS AND MAINTAINING A PRESENCE AT SALES EXHIBITIONS AND SEMINARS.

FLUENCY IN ARABIC IS THEREFORE A MUST, AND WHILE AN UNDERSTANDING OF FAHSI WOULD PROVE VERY USEFUL, IT IS VITAL THAT YOU HAVE A PRACTICAL WORKING KNOWLEDGE OF MIDDLE EASTERN CUSTOMS, CULTURE, BUSINESS AND COMMERCIAL PRACTICE. AGED 30+ AND EDUCATED TO ONC LEVEL OR ABOVE, YOU MAY ALREADY POSSESS SPECIFIC TEST AND MEASUREMENT ELECTRONICS EXPERTISE, ALTHOUGH COMPREHENSIVE PRODUCT TRAINING WILL BE PROVIDED AT THE OUTSET.

THIS IS A GENUINELY INTERNATIONAL ROLE - IF YOU HAVE THE BLEND OF LINGUISTIC, TECHNICAL AND COMMERCIAL SKILLS IT DEMANDS, WRITE WITH CV, QUOTING REF:777, TO SUE KENDALL, CHRISTIAN DAVIES, 3 THE MEWS, BRICKENDONBURY, BRICKENDON LANE, HERTFORD, HERTS SG13 8NP.

Christian Davies  
ADVERTISING

## TELECOMMUNICATIONS ENGINEER

### In the South Pacific Manager - SYSTEM 12 National Support Centre

The Post and Telecommunication Corporation of Papua New Guinea is one of the leading Telecommunications Organisations in the South Pacific and is embarking on a major exercise of replacing 75% of its existing exchanges with Alcatel-Bell SYSTEM 12 Digital Exchanges. A qualified Telecommunications Engineer, fluent in written and spoken English, with extensive SYSTEM 12 training and a minimum of five years experience in digital techniques including software and hardware support is needed to establish and manage a centralized network support facility.

You will be responsible for: professionally managing a team of Papua New Guineans engaged in the support of SYSTEM 12 Switching throughout the country utilizing Centralised Maintenance Techniques; establishing efficient tools to continuously monitor the state of the entire network; setting and maintaining performance standards and preparing regular management reports.

The salary package includes a minimum base salary equivalent to 24,000 UK Pounds per year and an additional gratuity of 30% in the first year, 35% in the second year and 40% thereafter. Gratuities are taxed at 2%. People requiring higher salaries should still apply clearly stating their salary expectations in the application.

Additional benefits include annual air fare assistance, 6 weeks recreation leave and 3 weeks sick leave per year, free accommodation, education subsidy, expense allowance, telephone allowance and a fully maintained company vehicle. Please send your curriculum vitae by the 17th April to: Recruitment and Job Placement Post and Telecommunication Corporation PO Box 5329, BOROKO PAPUA NEW GUINEA or by facsimile to (675) 27 4628.

Additional information can be obtained by phoning, reverse charges, any of the following people. Brendan Combs (675) 27 4339; Doreen Brew (675) 27 4172; Mary Erasmus (675) 27 4833; Ursula Small (675) 27 4617.



Post and Telecommunication  
Corporation of Papua New Guinea



"I wanted an environment where I could control my own success" - Simon Hayward

"I was a successful divisional Managing Director with a large telecoms distributor, but had always wanted to build my own consultancy business to widen my base of skills and experience by working with different clients in varied market sectors. Since joining The Centre for Consultancy 12 months ago, I have generated fee income in excess of £120k and I am rapidly achieving my business and career objectives."

As well as Simon we have success stories of people joining from Corporate Consultancies and those already running their own Consultancy business.

If you have experience in the areas of strategy, quality, people or change, and wish to share the risks and rewards of your own consultancy practice, contact one of our Regional Centres for an informal discussion to see if you can repeat Simon's experience.



THE CENTRE FOR CONSULTANCY plc  
12-14 Cloisters House, 8 Battersea Park Road,  
London SW8 4BF. Tel: 071-627 2123

HERTS 0923 859595 • KENT 0622 692 919 • LEEDS 0423 531014 •  
LEICESTER 0533 785708 • LONDON 071-627 2123 •  
MANCHESTER 061-876 5050 • OXFORD/BERKS 0865 742 944 •  
SURREY 0483 898 888 • WEST MIDLANDS 0386 792 646 •

## DIRECTORS/MANAGERS

UNEMPLOYED: EX. PAT. CAREER RE-ENTRY/RECESSION HIT

You need a new position:-

With hundreds of applicants applying for each advertised position, how can an individual compete in the marketplace? Fletcher Hunt are not an agency, but a specialist team established to help individuals seeking fast career change to find the right position quickly and professionally, normally within the unadvertised market. Consultancy is sometimes available to our unemployed clients.

Fletcher Hunt plc.

CAREER CONSULTANTS

Phone Richard Holman on 071-436 8886.

59 Devonshire Street, London W1N 1LT

London 071-436 8886 Rugby 0788-548637 Southampton 0703-787328

North West 0942-822932 Dublin 906 889 Scotland 0726-441327

North 0202-622224 Newcastle 091-224 1010

Yorkshire 0425-885323 Bristol 0272-33824



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## Information Systems Management

**Home Counties c.£45,000 + car**

A household name in the leisure sector, our client has a UK turnover in excess of £200m, 1,100 employees and is the market leader in its field. The company has enjoyed over 20 years of profitable growth and has earned a worldwide reputation for technical innovation, creative flair and business excellence.

The newly appointed M.I.S. Director has been tasked with significantly improving the contribution that I.S. makes to the success of the group and has embarked upon a radical restructuring of his organisation. He now intends to make a small number of key management appointments to ensure that the company capitalises upon its significant investment in Information Systems.

### Business Systems Managers

These two individuals will play a critical role in sharpening the focus of I.S. within the business by building close ties with the senior management of the Distribution and Direct Marketing companies. A key task will be to assist management in the identification and implementation of major projects. They will be responsible for teams of analysts and programmers tasked with the specification, design and delivery of relevant, cost effective solutions to business problems.

Candidates for the Distribution Systems Manager post must have a background that combines management in both I.S. and Distribution, ideally in the retail sector. They will have implemented a high profile, high quality system for a multi-line, distribution function and possess the management skills necessary to build and lead a team of professionals.

Candidates for the Direct Marketing Systems Manager post will be familiar with the specific requirements of this function and in particular the exploitation of large scale databases. The person we seek must be self-motivated and determined, with extensive experience of implementing major systems in the challenging Direct Marketing environment.

David Abbott and Partners  
Lords Court, St. Leonards Road,  
Windsor, Berks SL4 3DB. Tel: 0753 830952

Consultants in Executive  
Recruitment and HR Management.

### Central Services Manager

This individual will manage the company's technical infrastructure, including a large IBM Datacentre, WAN and LANs. The successful applicant will have responsibility for up to 35 staff and a budget of c.£2.5m with success in the role being measured by the quality of service to the business. Initial tasks will include the negotiation of service level agreements and the enhancement of the help-desk into a corporate problem management facility.

Candidates should possess at least 10 years' large IBM mainframe experience, well developed resource management skills and the personality and drive necessary to convert the central services function into a standard-setting group, adding value to the business.

Candidates for all positions must be of graduate calibre, aged between 30 and 45 and motivated by making a contribution to the profitability of a business through the effective use of Information Technology. All positions are based within 20 miles of London, carry a salary of c.£45,000, company car and the usual range of large corporate benefits including relocation assistance, if required.

Applicants are invited to send a comprehensive c.v. to David Abbott and Partners, Lords Court, St. Leonards Road, Windsor, Berks SL4 3DB, for the attention of David Abbott or Janet Mitchell. Fax: 0753 830952. Tel: 0753 830952.

David Abbott  
and Partners

## International Sales Manager

Broadcast Transmission Systems

£ negotiable + Car Winchester

This high profile appointment will ensure that our involvement in the global marketplace continues to gain momentum based on a commitment to research and development and a history of technological 'firsts' within the industry.

A dynamic track record of international sales experience will enable you to identify, assess and develop new business opportunities, liaising confidently with senior foreign broadcast executives and, when appropriate, their respective Governmental bodies. Supporting this will be a thorough understanding of foreign broadcasting policy and funding criteria, particularly in countries whose broadcasting potential has yet to be fully realised. Additionally, you are likely to become involved in the development of opportunities in the telecommunications field.

A high level of business acumen is, of course, essential and should be complemented by the analytical, negotiating and presentation skills to function successfully at this level. The role involves considerable foreign travel, requiring total flexibility towards achieving your objectives.

A technical background in the telecomms, transmission and broadcast fields, supported by a recognised formal qualification are additional prerequisites.

If you have the presence to influence others and are seeking a dynamic platform on which to enhance your reputation still further, this represents an exceptional opportunity. The excellent remuneration and benefits package is designed to attract an individual with exceptional talent.

COMMUNICATING • SOUND • VISION



NATIONAL  
TRANSCOMMUNICATIONS

National Transcommunications Limited is a major force in the provision of specialist broadcast and telecommunication services to Independent Television and Radio throughout the UK. We are also achieving an increasing presence in Pan-European and other international markets.

Act now by forwarding your CV to  
Lesley Monaghan, Human  
Resources Adviser, National  
Transcommunications Limited,  
Crawley Court, Winchester,  
Hampshire SO21 2QA or ring 0962  
822303 for an application form.

AN EQUAL OPPORTUNITIES EMPLOYER

WEST COUNTRY

PACKAGE c £35,000

## Sales Managers

This prestigious £70 million turnover company has an impressive record of organic growth, largely from the sales of quality equipment to the retail sector. Successful implementation of an ambitious business plan will see a doubling of turnover in the next five years.

Two of the company's manufacturing divisions are now seeking to appoint high calibre, technically aware Sales Managers to drive the development of sales strategies which will include breaking into new markets. These are senior management posts, each with overall control of a sales team and a clear focus on profitable sales growth.

Successful candidates will have achieved excellent results in key account management and new business development disciplines. They must bring leadership qualities, well developed team management skills and a

firm belief in working in partnership with customers. Organisational ability and a working knowledge of computerised sales information systems will be important, as will the vision, self motivation and stamina required to grow with this enterprising business.

Please send full personal and career details, including current remuneration level and daytime telephone number, in confidence to Janice Riches, Coopers & Lybrand Deloitte Executive Resourcing Ltd, Bull Wharf, Redcliff Street, Bristol BS1 4JP, quoting Ref JR 467 on both envelope and letter.

Coopers  
& Lybrand  
Deloitte

Executive  
Resourcing

## SIMMONS MAGEE COMPUTERS PLC

SIMMONS MAGEE COMPUTERS PLC are one of the largest PC/Unix Systems Vars and Systems Integrators in the UK. We are currently looking for experienced staff in both our PC and Unix Systems Divisions to further enhance our growth plans.

### TECHNICAL SERVICES MANAGER

(REF 1) EXCELLENT SALARY PLUS A FULLY EXPENDED CAR

Our Technical Services team consist of a highly technical group of consultants, post sales systems engineers and application developers interacting with our clients who are major Times 1000 corporates. We are looking for an outstanding man manager with the following attributes:

- Graduate with a minimum of 2 years management experience
- Excellent communication, presentation, and inter-personal skills
- Sound technical knowledge in some of the following areas: Novell, IBM Cseries/OS, Database technology, Unix, LAN/WAN subsystems (OSI TCP/IP, SNA, X.25 etc)
- Product and service supplier experience in a demanding and flexible environment will be a distinct advantage.

### SENIOR SALES PERSONNEL

(REF 2) (UNIX WORKSTATIONS AND SERVERS)

Simmons Magee are one of the largest Sun resellers in the UK with Authorised Business Centre status. As a result of our success we are looking for additional sales staff with the following experience:

- Graduates with a minimum of 5 years on target sales experience
- Experience of Unix based workstation and server solutions in commercial and financial environments.
- Can demonstrate significant New Business achievement, and Account management skills

In return we offer a substantial OTE package with a fully expensed company car.

### SYSTEMS SUPPORT CONSULTANTS

(REF 3) (UNIX WORKSTATIONS AND SERVERS)

To complement our increase in Sun salespersonnel we are looking for systems support consultants to work on Unix based solutions in a wide variety of application environments, with the following attributes:

- Graduates with a good Science or Computer Science Degree
- Excellent Communication, Presentation, Written skills
- A sound technical knowledge of Unix commercial applications such as Uniplex, Interleaf, Frame etc, plus in depth knowledge of Oracle or other leading Database technology

We offer an attractive salary package plus a fully expensed company car.

To apply for the positions above, please send your detailed CV to the following address:

SIMMONS MAGEE COMPUTERS PLC  
ONE DEE ROAD, RICHMOND, SURREY TW9 2JN

For Ref 1 for the attention of Simon Ognall, General Manager, Personal Systems Division.  
For Ref 2/3 for the attention of George Nagalewski, General Manager, Open Systems Division.  
NO AGENCIES PLEASE.

## NEW BUSINESS SALES MANAGER

Market Data Switching Systems

MICROGNOSIS

### THE COMPANY

Micrognosis is a leading worldwide provider of technology-based data and transaction management products serving the needs of the global trading, investment and risk management communities. Headquartered in Danbury, CT, USA, Micrognosis services its more than 17,000 workstations around the world, through an international network of 28 sales, service and engineering offices in 23 countries. A pioneer in the industry, Micrognosis' strengths are based on an advanced technology, an extensive product line and an in-depth knowledge of a commitment to satisfying its customers. Micrognosis is a wholly-owned subsidiary of CSK Corporation, Japan's largest independent computer services corporation.

### THE POSITION

Managing the UK New Business Sales Team which is dedicated to the development of market share in the UK. Proposing, agreeing and implementing the UK Company's Sales Strategy, promotional marketing and contributing to its long range business plans. Agreeing and managing his/her plans, and operational and capital budgets. Excellent package.

### THE QUALIFICATIONS

- A good working knowledge of our very specialist industry and IT in general
- A proven track record in high value sales
- Experience of successfully managing a team of highly motivated sales achievers

- A total commitment to quality
- Articulate, personable, persuasive

### THE RESPONSE

If you think you have the qualities we seek, please write with a full CV detailing why you consider yourself appropriate for this position, together with your current remuneration details to: Janice Riches, Human Resources Manager, Micrognosis, Centre Point, 103 New Oxford Street, London, WC1A 1RD, by April 6th 1992. AN EQUAL OPPORTUNITY EMPLOYER.

## design director

The Burton Group is looking for an acknowledged expert in fashion design. The right person will analyse trends and possess a comprehensive knowledge of the commercial applications - gained through an impressive background in retailing, journalism or trend forecasting. That's why people will trust the Design Director's judgement.

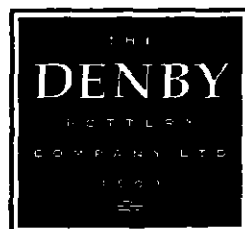
The Design Director will provide direction in fashion, colour and seasonal trends, as well as a full graphic design service. Working closely with senior management teams he or she will also brief buyers and merchandisers, and incorporate a sound understanding of branding and its effects to make a significant contribution to Group strategy.

The Design Director must be highly talented, a born communicator and manager; in other words a builder and motivator of a professional team of around 40 people.

The reward package will fully reflect the importance of this position. Those who meet the criteria for this key post should contact Karen Hope on 081 995 2441 or send a résumé to her at BM Associates, Recruitment Consultants, 195 Euston Road, London NW1 2BN.

bmassociates

S. Derbyshire



Package circa £40k  
+ car/benefits

## BUILDING AN INTERNATIONAL BUSINESS

This is an ideal opportunity for a proven achiever to work within a fast moving and demanding company unfettered by bureaucracy.

The Denby Pottery Company manufactures and markets high quality tableware and kitchenware. The Denby brand has a 90% consumer awareness in the U.K. The durability and distinctive designs of its unique products give it a strong advantage over its competitors, both in the UK and overseas.

The Company, which was the subject of a management buyout in 1990 is sound financially. Turnover, at present £12m, is growing at the rate of 20% per annum. Future growth depends on the success of the Company's strategy to build the brand overseas through subsidiaries, distributors and agents. France and the U.S.A. are the initial priorities.

Though many of the foundations have been laid, the Company needs a Head of International Development to extend and implement its investment plans.

The candidate will be first and foremost a businessman who has built new markets with a quality product or service. Experience of the ceramics industry is not essential. He/she will have the drive and personality to mesh with the existing young team of directors and, as such, will have the potential to join the Board once proven. He/she will ideally have international working experience, or at minimum a strong international perspective. Languages would be an advantage.

Please forward your c.v. to:

Mr Stephen Riley, Managing Director, The Denby Pottery Company Ltd, Denby, Derbyshire DE5 8NX

## MARKETING, ADVERTISING & PROMOTIONS

Do you have the brand  
management skills to succeed  
in the automotive industry?  
to £28K+ car scheme & benefits  
Redhill, Surrey

With a new manufacturing plant in Derbyshire coming on stream at the end of 1992, Toyota (GB) Ltd, sole distributor of Toyota vehicles in Britain, is poised for a period of rapid growth in volume car sales. As a result of promotion we are now seeking a professional whose brief will be to help develop and implement the marketing, advertising and promotional strategies which will enable our growth objectives for volume car sales to be met.

This will take you right through the project cycle from planning and presenting strategic proposals and tactics, briefing support agencies and implementing initiatives, to evaluating campaign effectiveness and competitor activity.

To succeed in the role, you will be a graduate with at least five years' experience in a structured blue-chip marketing function, almost certainly automotive related. Your wide-ranging, practical marketing skills should be supported by the ability to plan effectively, assimilate a variety of data and information accurately, and think creatively. We shall also be looking for the clear potential to move towards senior marketing management within the medium term.

In addition to the salary, benefits include car scheme, non-contributory pension and BUPA.

If you have the skills to succeed, then please send a full cv, quoting ref 478, to Alan D Spillman, Director, Associates in Advertising, 5 St John's Lane, London EC1M 4BH.

TOYOTA



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## CAN YOU MAKE DATA SPEAK?

In the fast-moving, highly competitive soft drinks sector, information can provide the edge. At Coca-Cola & Schweppes Beverages, quality products and first class marketing have made us undisputed leaders in our field. Information and the development of increasingly sophisticated data gathering and analysis techniques will help to increase that lead even further. We view data as a valuable asset that contributes directly to our profit-making ability; it underpins almost every business activity, from sales and marketing to production, resourcing and finance. For this reason we are committed to investing, on a long-term basis, in state-of-the-art information techniques and in the talent to maximise their effectiveness.

## PROJECT MANAGER

Maximise the use of information in the commercial area.

£25,000 + BONUS + CAR

Our Commercial Planning function is central to managing the 'information impact' within the business. Currently we are developing systems for enhanced remote communications and for electronic data interchange with customers. Working with users and Business Systems you will manage projects such as these from concept through to completion.

Qualified to degree level, preferably in a numerate or business subject, you will have sound relevant experience gained in a sales/marketing environment, preferably FMCG. A good communicator and influencer, you will be able to liaise with, and understand the needs of, both systems developers and business users in order to generate realistic expectations and drive projects forward, in a demanding environment, within time and to budget. An understanding of remote communications/EDI would be an advantage.

## ANALYSIS MANAGER

Provide the leading edge to our business performance.

£25,000 + BONUS + CAR

You will be highly pro-active in providing a business analysis consultancy at all levels to support our commercial sales and marketing activities. You will become an expert in all relevant internal and external sources of information - increasing its availability, developing new methods of analysis and presentation and promoting its use by demonstrating its benefits.

You'll have a relevant numerate degree, several years' experience in a similar role in a sales and marketing environment, and be proficient in the use of statistical techniques for the analysis and manipulation of data. Knowledge of PC and mainframe business software, including spreadsheets and relational databases is essential, as are the interpersonal and communications skills to translate complex analyses to support decision making. Experience of econometric modelling would be an advantage.

## DECISION SUPPORT ANALYST

A key role in data manipulation and analysis.

£18-22,000 + BONUS + BENEFITS

Reporting to the Analysis Manager, you will help provide key commercial personnel with relevant and timely information. This will involve constructing both simple and complex reports from our extensive corporate databases and effectively communicating these to the internal client community.

Educated to degree level, you must have at least two years' experience of similar roles in a large blue chip company. A working knowledge of mainframe and PC relational databases is essential, preferably using 4GLs such as Focus, SAS or Acumen. A natural career progression of this role could be into the position of Analysis Manager within Commercial Planning.

All of these positions are based at our Head Office in Uxbridge. We are committed to developing people to the fullest extent of their capabilities and prospects for career progression in a variety of areas are excellent.

If you can contribute to the development and effective use of information techniques and technology, please write with full c.v. to: Martin Canham, Personnel Manager, Coca-Cola & Schweppes Beverages Limited, Charter Place, Vine Street, Uxbridge UB8 1EZ.

COCA-COLA &amp; SCHWEPPE

## CAREER OPPORTUNITY FOR A

## PROJECT MANAGER

Oxford c.£25,000 + benefits + car

At Research Machines - one of the UK's leading microcomputer companies - Project Managers are vital to our continued success through the introduction of major new product ranges.

Joining a team of five Project Managers, you will be responsible for managing a number of company critical projects. These will range from major new product developments to large contract projects, some of which are international. You will lead multi-disciplinary teams in support of our commitment to achieving the shortest development timescales in the UK.

An ambitious, motivated, self-starting graduate, you should have at least 4 years' experience in a related industry. A proven track record in Project Management, good organisational skills and the ability to operate effectively at all levels are essential.

The atmosphere in this young organisation is dynamic, motivational and conducive to development. You will receive a competitive salary and excellent benefits including a company car, BUPA, share scheme and life insurance.

To apply, please send your cv to Jane Kinnersley, Personnel Department, Research Machines Plc, Mill Street, Oxford OX2 0BW.

RM is an equal opportunities employer and vacancies are open to all irrespective of race, disability or sex.



## Marketing Analyst



WARNER MUSIC INTERNATIONAL

£20,000-£25,000

London W1

We are looking for a bright young professional to join our team, at the Baker Street Head Office of Warner Music International Services Limited, a subsidiary of Time Warner Inc., the world's leading entertainment corporation.

This is an unusual and exceptional opportunity to get into the record industry in a marketing role with a high level of exposure. Exposure that includes involvement in the marketing of our top selling records and in the investigation of new market areas. Responsibility for undertaking periodic forecasts will play a vital role, in addition, you will be required to manage the database of market information and perform pre and post sales analysis.

The diversity of this position will demand that you will have a good Honours degree in Statistics, Economics or a related field, a high degree of PC literacy including Lotus 123 experience, and you will have experience of working on statistical projects. A genuine interest in marketing would also prove invaluable.

At Warner Music you will find that the work is hard but, you can look forward to generous rewards, including five weeks holiday, discounts on company products, pension scheme, and free life assurance and bonus scheme.

If you think you've got what it takes to fit into our friendly, informal, yet highly professional environment, please contact our recruitment advisor, Michael Johnson, in confidence on (0962) 844242 (24 hour service) or write to him at Johnson Wilson Recruitment Ltd, Clarendon House, Hyde Street, Winchester, Hampshire SO23 7DX, quoting ref: 236J



Johnson Wilson Recruitment Ltd  
Search & Selection Consultants

ALL BOX NUMBER REPLIES SHOULD BE ADDRESSED TO:

BOX No. ....

c/o THE TIMES

P.O. BOX 484,

VIRGINIA ST, LONDON, E1 9DD.

Established for over 10 years on the continent and highly successful in its field the transtec group is now securing a place in the UK market with the recent opening of a subsidiary in Banbury, Oxfordshire.

Like its German parent, transtec Computers Ltd. is a catalogue based sales operation. From a brand new office suite just off the M40 motorway, transtec is successfully selling a wide range of computer hardware products into the DEC user base. To repeat this success the transtec group is now planning to expand its activities into the SUN Microsystems market. For this project we are looking for an

## ADMINISTRATIVE TALENT

to take responsibility for the implementation of our ambitious, but solid expansion plans in the UK. An energetic young manager is now required to get our second UK operation off the ground. He/she must possess the initiative and strategic capabilities necessary to establish the company's profitable growth and development.

Ideally in the 28 - 35 years age group, with a proven ability to organize and execute the required tasks, you will have the strong communication skills needed for reporting to the Managing Director based in Germany.

If you have the motivation and desire for success essential in a start-up situation you should contact us.

Please submit a comprehensive c.v. to Rob Owen at:

**transtec**

transtec Computers Ltd.  
11 Canada Close  
Banbury  
Oxon OX16 7RT  
Tel: (0295) 254040  
Fax: (0295) 257060

## General Manager

O.E.M. Captive Finance Company  
Competitive Package plus Car

North West

This role offers broad scope to use strong team management skills within a captive finance company of a commercial vehicle manufacturer. You will be responsible for facilitating the sale of company products, enhancing dealer relations, and ensuring the integrity of operating systems. Your ability to market specialised financial services within the context of sound underwriting criteria is essential.

As a graduate, preferably with over ten years of experience in capital equipment finance, your strong finance and business analysis skills will be well utilised in this challenging position.

Prospects will match company growth and performance will be rewarded.

Candidates should send a comprehensive c.v. or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000 quoting reference (S.T. 645F).

**Howgate Sable**

EXECUTIVE SEARCH AND SELECTION

FOUNDER MEMBER

SALES AND MARKETING DIRECTOR  
TABLEWARE TO THE CATERING TRADE  
SUBSTANTIAL PACKAGE

Chinacraft Catering Group, which includes Pages, are major suppliers to the Catering Industry of China, Glass, Silverware, Utensils and Heavy Equipment, selling by representation, catalogues and showrooms.

The Company now wish to strengthen its senior management team by this important new appointment, reporting directly to the Group Chairman.

The successful candidate will have the responsibility for developing existing sales, generally maximising performance, and will be expected to contribute fully to all aspects of the expansion of the business. The ability to develop own brand merchandise to complement sole distributorships is important.

Applicants should have relevant experience at a senior level as they will have considerable freedom to use their own initiative with a well established market leader.

Write with c.v. to: The Chairman, Chinacraft Catering Group, 130 Rarley Road, London W10 6BN.

DIVISIONAL MANAGER  
PERFUMERY, COSMETICS AND TOILETRIES

Due to growth within the Harrods organisation, an opportunity has occurred for a Divisional Manager who will be responsible for our large and prestigious Perfumery, Cosmetics and Toiletries area, located on the Ground Floor.

Reporting to the Merchandise Director, the Divisional Manager will be responsible for developing existing good relationships with the Cosmetic and Perfumery Houses. A major responsibility will be to ensure the highest standards of customer service are provided. Other important areas of accountability will include profitability, business planning, promotional activity, ensuring competitive advantage and negotiating successfully with Concession holders.

In order to qualify for this position, a minimum of five years experience is required in a senior management capacity in this field.

Salary and benefits will be negotiable and reflect the importance of this position.

Interested candidates should apply in writing, including a C.V. and current salary level to: Karen Yasbek, Recruitment Manager, Harrods Ltd, 87-135 Brompton Road, London, SW1X 7XL.

**Harrods**  
KNIGHTSBRIDGE

FOR THE BIGGEST JOB ON THIS PAGE RING 0800 585 388.

And quote reference number 7197265.

All enquiries should be sent to the person named in the advertisement.

MANAGEMENT CONSULTANCY  
PRODUCTIVITY IMPROVEMENT

Outstanding career and earnings potential with world wide market leader

- PRESENTING ANALYSTS  
- SENIOR OPERATIONS MANAGERS  
- PROJECT MANAGERS

Our client IMPAC is the international market leader in productivity improvement and is currently experiencing exceptional growth with tremendous demand for their services throughout the UK and Europe. They can provide exceptional career development and potential for experienced Analysts and those with the drive and aptitude to learn. The company works in eighteen European and East European countries and would expect you to do the same. Fluency in any European languages would be a positive advantage but is not essential. Rewards are outstanding for those who can deliver results.

Contact our European Recruitment Manager on 071 - 357 6061 (Fax: 071 357 6070) or send your Curriculum Vitae in strict confidence to him at: Litchfield Associates N.V. Halverweg 3, 2402 MK Alphen a/d Rijn, Netherlands. Quote the following reference on envelope and CV: AE/TT/692.

Director...  
and needing a job

By working together we have total commitment in helping you to find the right job.

Our methods lead to hundreds of opportunities at senior level across a wide range of services and industries. £40K+++.

Continued professional support from start to finish. Special Government interest free loan to tide you over, if required. Call us on 071-488 1324 to learn how we can help you help yourself.

Management Career Consultants,  
41 Tower Hill,  
London EC3N 4HA

A member of the Hambros Group.

## News International Newspapers Ltd

COMPUTER ANALYST/  
PROGRAMMER  
£22,000 PLUS BENEFITS

News International Newspapers Limited, publishers of The Sun, News of the World, Today, The Times and The Sunday Times has a vacancy at their Wapping plant for an Analyst/Programmer.

The position offers an opportunity to work on a variety of sophisticated and challenging business systems utilising the latest Open Systems and RDBMS technology.

Ideal candidates will have two-three years solid INGRES 6.3 skills coupled with a good knowledge of UNIX/C preferably in a SUN environment. Any exposure to Ingres Windows 4GL would be an advantage.

In addition to the salary, there will be four weeks annual holiday and free medical insurance.

Applications should be made in writing only, enclosing a c.v. to: Mr R E Gobbett, Personnel Manager, News International Newspapers Limited, 1 Virginia Street, London E1 9BD.

## EUROPEAN SALES MANAGER

PROFIMATICS, INC., an established world leader in process automation technologies seeks an experienced European Sales Manager with ten or more years of experience in direct technical sales or technical sales support to the oil refining and petrochemical industries and very knowledgeable in their technologies and processes. Also required is an awareness of process simulation, advanced process control and modern instrumentation. Must be fluent in English, an MBA and fluency in European languages will be a plus.

After an initial orientation period in Profimatics Headquarters in Thousand Oaks, CA, the European Sales Manager will be based in Profimatics European headquarters in Hamburg, Germany and will head Profimatics sales effort in Eastern and Western Europe.

This position offers an outstanding salary and bonus program.

For immediate consideration, send your resume to:

PROFIMATICS, GmbH  
Haderslebener Strasse 1, 2080 Pinneberg, Germany  
Attention: G. Dwertmann, General Manager







# One nation lost for words

As the single European market makes language skills increasingly more desirable, Philip Schofield reports on the latest moves to overcome a great British failing

Britain has been a trading nation for centuries, yet its citizens remain notorious for their lack of language skills. Stephen Hagen, the curriculum director of languages at the City Technology Colleges Trust in Newcastle, paints a stark picture of the dangers of monolingualism and the economic penalties that can result.

He says: "I have, for example, recently returned from Australia and found that in less than ten years, the country has refocused its language learning programme, in keeping with world economic realities. All schools now teach Japanese as the first foreign language. While 54,000 Australians are now learning Japanese, the UK produced only 300 such students last year. Proximity to Japan is not the sole reason," Mr Hagen says. "The nature of global trade now makes learning Japanese sensible anywhere."

Mr Hagen questions our dogged adherence to French in schools, even though Britain does not have a substantial trade deficit with France. "It is no coincidence," he says, "that we have the largest deficits with the countries for which we produce the least linguistic," and cites Germany, Japan and Italy. "There is a total lack of an integrated language strategy in the UK, especially within companies. The view that anybody can learn a language should his or her job require it is misplaced. Some people are suited to fast-track learning, others are not. A mismatch leads to frustration, and even to dismissal." Companies should try to design "linguistic profiles" of all employees, Mr Hagen adds.

Even in countries where English is acceptable, our ability to understand the local business culture is restricted by our ignorance of the language. We miss im-

portant cultural nuances, and it should be self-evident that a business can prosper only if its managers really understand its customers.

Next year, the barriers to trade between the members of the European Community will have fallen. This should have given new urgency to our interest in languages, especially since one study of 2,000 companies employing 100 or more, carried out by the Institute of Manpower Studies (IMS) for the employment department last year, found more than 60 per cent of UK companies do business with clients whose first language is not English.

In her study, "Foreign Language Needs of Business", Hilary Metcalf says: "The survey uncovered extensive unmet language needs. Of the companies with foreign business activities, all identified some unmet language needs for the language of their most important business contacts and 23 per cent said that lack of a particular language created a barrier to business. Obviously the extent to which foreigners spoke English affected companies' language needs. Thirty-five per cent of companies found that English was adequate for business with their most important clients. The countries where English was least often adequate, and so required language ability, were Germany, Spain and Italy, together with Eastern Europe. As well as language capability, understanding cultural and business norms of foreign business contacts was regarded as very important and seen to affect the success of the business."

One of the more discouraging findings was that half of the companies surveyed expect business changes to lead to greater language needs during the next five years. But, only a quarter expect to increase their language training in that period. There are further clues to companies' attitudes to long-term investment in language skills. The Association of Graduate Careers Advisory Services reports in the 1992 edition of its annual study, "What do Graduates Do?", that only a third of the 4,368 modern language graduates in 1990 entered full-time UK employment. Sixteen per cent found jobs abroad - mainly teaching English.

However, there has been a surge in interest among undergraduates to acquire language skills through combined subject courses such as the Erasmus programme (European Community Action Scheme for the Mobility of University Students), but again, companies have been slow to take advantage.



Je Suis MYOPE!



John Courtis: growing demand

Keith Dugdale, the director of the careers service at the University of Strathclyde, detects a "very marginal change" in employer demand for language skills. He says: "We are just beginning to see employers say that this is one of the additional skills that could be useful." But he also notes that "initiatives are more student-driven than employer-driven".

If employers are taking a short-term view of their future language requirements, there is evidence that immediate needs are now reflected in the recruitment market. John Courtis, of John Courtis & Partners, a search and selection consultant, has noticed a substantial increase in demand for managers with language skills. He says:

"We have seen a 20 per cent increase during 1990-1 in the number of jobs where a language is preferred or essential. Unfortunately, fewer than 1 per cent of managers have fluency in a significant European language other than French."

He also observes that some candidates seem oblivious to foreign language skills. As an example, he cites a candidate who under "languages" on his application form put BASIC and COBOL which are both computer "languages".

● Languages in International Business: A Practical Guide, edited by Stephen Hagen and Doug Embleton (Hodder & Stoughton, available April 1992).

## Learning a language Italian style

A NEW venture aimed at speeding up the process of language learning and understanding other cultures has been started in the medieval town of Anghiari in Tuscany. The course, which can be combined with a holiday, is set in a hilltop villa not unlike a Fellini film set. There are no grammar books or formal classrooms, and students, who each assume an Italian name, quickly learn that language teaching has changed. Classes build confidence in speaking, and increase vocabulary. Lessons are enjoyable but demand total participation, and the tempo of activities constantly changes.

Time out of class is concentrated on local business and culture, past and present, and includes hosting a party for the local village. Throughout the course, the emphasis is on fun and relaxation, a teaching tactic that has been found to make new words and phrases stick more readily in the mind. The approach is pioneered by Professor George Losanoff, a psychologist, whose research suggests that children tend to acquire language more quickly than adults because they have no pre-conceived attitudes or barriers to absorbing new information.

Unconsciously, children incorporate all their senses, even body movement, into the learning process, producing a state that stimulates long-term memory. Adults on the other hand, he discovered, become increasingly tense, rational and self-conscious, which can inhibit learning and is one reason why many find speaking a new language difficult.

MERRYL Drakard, the director of the Tiber Valley Holiday Course, aimed at beginners and intermediate speakers, explains: "We try to replicate this state using a variety of relaxation techniques that effectively break down the mental blocks."

The professionals attending the course, including a lawyer, accountant, consultant from the Institute of Personnel Management and an opera singer, all agreed that as an introduction to a language and culture, the approach was successful. By the end of the first morning, everybody had metaphorically rolled up their shirt sleeves, with all competitive or shy traces gone.

Relaxation is the key. As Marina De Gallo, consultant tutor, says, "when relaxed, your resistance to learning is at its lowest ebb and, unconsciously, new words are being stored in your memory. There are always sceptics, but when they realise the method works and that it is easier to remember words, they gain confidence and join in. Group pressure, not the teacher, becomes the positive learning force."

This could explain why the drop-out rate for such courses is almost nil.

● Tiber Valley Holiday Courses, Libbiano Primo, 52031 Anghiari (AR), Italy (01039575 723 256).

071-481 4481

## GENERAL APPOINTMENTS

FAX 071-782 7828

### FISHERY SCIENTISTS TWO POSTS

£12,129 - £19,328  
(subject to experience and qualifications)

Napier Polytechnic in association with the SOAFD Marine Laboratory, Aberdeen.

Candidates will work in the field of fish stock assessment which supports scientific advice on the exploitation of fish stocks and the development of fishery management policy. The posts are available for three years from 1 April 1992 and are based at the Marine Laboratory in Aberdeen, Scotland.

The successful candidates will apply existing models and develop new approaches to understand the dynamics of mixed species fisheries and the interaction between fish stocks. The work offers an interesting mix of problems arising in European Fisheries and those of developing countries, particularly Eastern Europe.

Candidates should have a good honours degree in a biological or mathematical discipline with at least two years' postgraduate experience in some aspect of fisheries science or the modelling of animal populations. Knowledge of statistical methods, computer simulations, tropical fisheries or Spanish would be advantageous.

Application forms and further particulars are available from the Head of Personnel Services, Napier Polytechnic, 219 Colinton Road, Edinburgh EH14 1DJ. Telephone 031-455 4288. Closing date: 10 April 1992.

NAPIER POLYTECHNIC OF EDINBURGH

### Human Resources Director EUROPE

Salary range 35-40k plus car & benefits a major high technology organisation with exciting development concepts and acquisitions, require a human resource specialist, preferably from a technical background to implement a full range of policies, a degree, IPM qualified, with a minimum of 10 years in resources, and possibly including a managerial role of some 5 years; multi country experience (Italy, France, Germany), knowledge of languages and ability to understand and speak one or more of French, German and Italian. A communicator, self motivated, able to contribute to high profile policies to increase the performance value of the organisation.

Applicants earning less than 30k need not apply. The Management Organisation (reg) 081 854 8871/24 hrs.

### Dental Secretary/Receptionist

for leading Harley Street Practice, must be well-groomed caring and very professional. Also Dental Nurses required. Sals up to £14,000.

Ring for details: S.C. Emp Agt 071-589 9006.

### FEED THE MINDS/ UNITED SOCIETY FOR CHRISTIAN LITERATURE

Owing to the forthcoming retirement of Revd Alex Gilmore, Feed the Minds/ United Society for Christian Literature invites applications for the post of

### DIRECTOR

Feed the Minds is directly responsible to the British Churches and is committed to raising funds for Christian literature and development through the Churches in the Third World and Eastern Europe.

The post is open to lay or ordained applicants. Salary is within the range of Senior Executive Officer in the Civil Service.

Further information and details of application are available from:

The Chairman, C/o Feed the Minds, Robertson House, Lees Road, Guildford, Surrey, GU1 4GW.

The closing date for applications is 21st April 1992

### A GRADUATE CAREER OPPORTUNITY

LONDON MANCHESTER BRISTOL

A limited number of trainee executives are required for expanding consultancy. Applicants (aged 21 to 30) must possess drive, initiative and excellent communication skills.

In return we offer full training, high rewards and early management opportunities in an exciting and challenging environment.

Telephone: (071) 930 5353

### NEW TECHNOLOGY

### ANALYST/ PROGRAMMER

ORACLE RDBMS, SQL\*FORMS, SQL\*PLUS, PRO\*C  
#18,000.00 to #20,000.00

International company looking for analyst/programmer who wants a challenging role in a young dynamic team.

RESPONSIBILITIES:

Working within a small team in the development and implementation of a brand new ORACLE project.

Must have 2 to 3 years experience of programming in ORACLE RDBMS, SQL\*FORMS, SQL\*PLUS, PRO\*C and 'C' on a large UNIX platform.

Apply in writing with CV to Alex Hanchey, PIMS U.K. Limited, PIMS House, Midway Avenue, London N1 4RS.

No Agencies

### TOP PROFESSIONALS

We provide the most cost-effective and only RESULTS DRIVEN Job Hunter's Service designed to help Top Professionals secure the right job.

### JOB HUNTING?

£60K++

£30K

£30K

For discreet access to the UNADVERTISED job market CALL 0262 400153 FAX 0262 678294

Government assisted loans available.

P.M.C. INTERNATIONAL

Also providers of unique Corporate Displacement Programmes.

### A change of direction

If your career is at a dead end and you are considering a change of direction this could be the opportunity you are looking for.

Self assured people with business acumen are needed for our expansion programme to train for a new career in Financial Services.

Exciting opportunities for career development are linked with excellent training and the prospect of a very high income.

If you are aged between 25 and 55 then telephone Allied Dunbar Assurance plc, Robert Harris, London Home Counties North, Tel: 081 805 1100

We will tell you how we can turn potential into success.

ALLIED DUNBAR

We are an equal opportunities Group.

REGALIA & JEWELLERY

showroom requires a SALES PERSON.

Must have at least 2 years sales experience; and have managerial qualities to progress within this long established company. Conditions commensurate with experience.

Apply in writing with C.V. and photograph to: 'Sales Position', Teyse Kemmings & Spencer Ltd, 19-21 Great Queen Street, London WC2B 5BE.

### CHEF REQUIRED

Experienced chef required to work in Cyprus. Must have knowledge of continental and Italian cuisine. Must be qualified chef with certificate or other. Very good wages. CALL: 09 37 539 56

### MANAGEMENT TRAINEES

required by leading City firm. Full training given. Minimum age 25. c £21K pa

Call 071 831 1811

### RECESSION? NONSENSE!!

Our business is booming. We need 5 key people to further our expansion in the UK & Europe. Excellent earnings. CALL LESLIE ENGLAND 0426 917140 (Local charge call)

### TRAINER CONSULTANTS REQUIRED

As published consultants, part of an international Financial Services Group requires the following: a minimum of 5 years experience in training, and a minimum of 5 years experience in sales. Good communication skills and a proven track record. Full training provided. If you are aged 25-45 call Terry Redden on 071 222 2548

### GRADUATE APPOINTMENTS

### GRADUATE OPPORTUNITY

A major UK Company is looking for commercially minded Graduates to complement our development Project Team.

If you are 21-25 and keen to work in a target orientated environment

call Carol Biggenden on:

081 466 0211.

ALL BOX NUMBER REPLIES SHOULD BE ADDRESSED TO:

BOX No. 100

C/o The Times Newspaper, P.O. BOX 484, Virginia Street, London E1 9DD

Sales Executive

BERKS. Well educated German/Greek/Turkish speakers need for Sales Executive posts with publishing Co. Energetic personality and previous sales exp adv. Initial training given. £15K OTE. Please call CAVELL, Hilary at Tel: 071 225 3277

### CITY JUDICIAL SERVICE DIRECT SALES CONSULTANTS

London is a growing market of Debt Recovery through Litigation. We are seeking Professional Sales Consultants in Direct Selling. We have designed a unique concept in recovering debts for our clients. All areas in the U.K. are covered. Training is provided. On target earnings of £5,000 are achievable paid on a performance related basis. To arrange an appointment please contact: Charles Sykes on 0852 476718

### COMPUTER PROFESSIONALS

Are you looking for a new opportunity? Then put your CV on the right desk with our mailing list. 140+ Contract Agencies or 170+ Permanent, with their leads and checks! Send SAE for details to BBA/TT, Unit 1, Millway Business Park, Golden Cross, Sarnsey W897 3AP.

### TRAIN FOR THE 21st CENTURY

TRAIN FOR A CAREER IN COMPUTER MAINTENANCE

Regardless of previous experience, if you are aged eighteen or over and possess aptitude tests, Carco's professional seven week full-time training programme provides the proven gateway to employment in the rapidly expanding computer maintenance industry.

An effective free placement service is provided and affordable, easy payment terms can be arranged to cover course fees.

For details of how you can benefit from Carco's training and placement programme, write to:-

Carco Training Limited

FREEPOST Nantwich

Cheshire CW5 6BR

Or phone 0270-626300

### CITY INVESTMENT HOUSE BROADGATE EC2 LIMITED POSITIONS

EXIST IN SPECIALISED TEAM OFFERING NO-NONSENSE CAREER WITH SENIOR MANAGEMENT OPPORTUNITY. AGE 25-35.

CONTACT: 071 377 9971 (PREVIOUS APPLICANTS NEED NOT APPLY)

### ST GEORGE'S CHAPEL WINDSOR CASTLE SURVEYOR OF THE FABRIC

The Dean and Chapter of Windsor seek to appoint a Surveyor of the Fabric for St George's Chapel in Windsor Castle. Applicants should be qualified architects with experience of the care and conservation of ancient buildings.

Details of the post may be obtained from: The Chapter Clerk, The Chapter Office, The Chapter, Windsor Castle, Berkshire SL4 1NQ to whom letters of application with C.V. and names of three referees should be sent by 1 May, 1992.

### I AM LOOKING FOR A FEW KEY PEOPLE TO HELP WITH THE EXPANSION OF MY BUSINESS.

If you have strong leadership qualities and a powerful desire for financial success we would like to speak to you.

For further details please contact Philip Swan 081 367 8767

### CITY JUDICIAL SERVICE DIRECT SALES CONSULTANTS

London is a growing market of Debt Recovery through Litigation. We are seeking Professional Sales Consultants in Direct Selling. We have designed a unique concept in recovering debts for our clients. All areas in the U.K. are covered. Training is provided. On target earnings of £5,000 are achievable paid on a performance related basis. To arrange an appointment please contact: Charles Sykes on 0852 476718

### COMPUTER PROFESSIONALS

Are you looking for a new opportunity? Then put your CV on the right desk with our mailing list. 140+ Contract Agencies or 170+ Permanent, with their leads and checks! Send SAE for details to BBA/TT, Unit 1, Millway Business Park, Golden Cross, Sarnsey W897 3AP.

### SALES EXECUTIVE

BERKS. Well educated German/Greek/Turkish speakers need for Sales Executive posts with publishing Co. Energetic personality and previous sales exp adv. Initial training given. £15K OTE. Please call CAVELL, Hilary at Tel: 071 225 3277

### CITY JUDICIAL SERVICE DIRECT SALES CONSULTANTS

London is a growing market of Debt Recovery through Litigation. We are seeking Professional Sales Consultants in Direct Selling. We have designed a unique concept in recovering debts for our clients. All areas in the U.K. are covered. Training is provided. On target earnings of £5,000 are achievable paid on a performance related basis. To arrange an appointment please contact: Charles Sykes on 0852 476718

### COMPUTER PROFESSIONALS

Are you looking for a new opportunity? Then put your CV on the right desk with our mailing list. 140+ Contract Agencies or 170+ Permanent, with their leads and checks! Send SAE for details to BBA/TT, Unit 1, Millway Business Park, Golden Cross, Sarnsey W897 3AP.

### SALES EXECUTIVE

BERKS. Well educated German/Greek/Turkish speakers need for Sales Executive posts with publishing Co. Energetic personality and previous sales exp adv. Initial training given. £15K OTE. Please call CAVELL, Hilary at Tel: 071 225 3277

### CITY JUDICIAL SERVICE DIRECT SALES CONSULTANTS

London is a growing market of Debt Recovery through Litigation. We are seeking Professional Sales Consultants in Direct Selling. We have designed a unique concept in recovering debts for our clients. All areas in the U.K. are covered. Training is provided. On target earnings of £5,000 are achievable paid on a performance related basis. To arrange an appointment please contact: Charles Sykes on 0852 476718

### COMPUTER PROFESSIONALS

Are you looking for a new opportunity? Then put your CV on the right desk with our mailing list. 140+ Contract Agencies or 170+ Permanent, with their leads and checks! Send SAE for details to BBA/TT, Unit 1, Millway Business Park, Golden Cross, Sarnsey W897 3AP.

### SALES EXECUTIVE

BERKS. Well educated German/Greek/Turkish speakers need for Sales Executive posts with publishing Co. Energetic personality and previous sales exp adv. Initial training given. £15K OTE. Please call CAVELL, Hilary at Tel: 071 225 3277

### CITY JUDICIAL SERVICE DIRECT SALES CONSULTANTS

London is a growing market of Debt Recovery through Litigation. We are seeking Professional Sales Consultants in Direct Selling. We have designed a unique concept in recovering debts for our clients. All areas in the U.K. are covered. Training is provided. On target earnings of £5,000 are achievable paid on a performance related basis. To arrange an appointment please contact: Charles Sykes on 0852 476718

### COMPUTER PROFESSIONALS

Are you looking for a new opportunity? Then put your CV on the right desk with our mailing list. 140+ Contract Agencies or 170+ Permanent, with their leads and checks! Send SAE for details to BBA/TT, Unit 1, Millway Business Park, Golden Cross, Sarnsey W897 3AP.

### SALES EXECUTIVE

BERKS. Well educated German/Greek/Turkish speakers need for Sales Executive posts with publishing Co. Energetic personality and previous sales exp adv. Initial training given. £15K OTE. Please call CAVELL, Hilary at Tel: 071 225 3277

### CITY JUDICIAL SERVICE DIRECT SALES CONSULTANTS

London is a growing market of Debt Recovery through Litigation. We are seeking Professional Sales Consultants in Direct Selling. We have designed a unique concept in recovering debts for our clients. All areas in the U.K. are covered. Training is provided. On target earnings of £5,000 are achievable paid on a performance related basis. To arrange an appointment please contact: Charles Sykes on 0852 476718

### COMPUTER PROFESSIONALS

Are you looking for a new opportunity? Then put your CV on the right desk with our mailing list. 140+ Contract Agencies or 170+ Permanent, with their leads and checks! Send SAE for details to BBA/TT, Unit 1, Millway Business Park, Golden Cross, Sarnsey W897 3AP.



071-481 4481

## GENERAL APPOINTMENTS

FAX 071-782 7828

## Software Support Trainee

## GOOD 'A' LEVELS

Computasoft is a young, expanding company specialising in software for financial institutions in the City.

We are looking for a smart self-motivated young person to provide training and support for our database subscribers.

Full training will be given. Salary circa £10,000. Excellent prospects.

Please apply in writing to: Corinne McEwan, Computasoft Ltd, 150 Strand, London WC2R 1JP.

NO AGENCIES PLEASE

Computasoft

SPECIALIST RECRUITMENT CONSULTANTS  
c£25,000 Package

Professional Selection and Development Limited is a newly formed parent group for a number of market leading recruitment and training companies operating nationwide.

We are currently recruiting consultants in London and invite applications from individuals with around 12 months recruitment experience. Opportunities currently exist in the field of computer recruitment.

You can be assured of excellent career progression, formal training and a comprehensive benefits package within a cash rich group.

Please contact Richard Baxter on 071-405 4161 for an immediate response to your suitability.

Confidentiality guaranteed.

## Far East Sales

(Hong Kong)

The leading international publisher of shipping business information and organiser of maritime exhibitions and conferences is looking for an ambitious and effective sales executive to work out of its Hong Kong office.

The successful candidate will have a proven record of successful attainment of sales targets. A knowledge of the maritime industries would be an advantage but is not as important as an ambitious approach to sales development. Some regional travel will be involved.

Attractive salary/commission package will be offered to the right candidate.

Interviews to take place in London - Wednesday, 8th April 1992. Please send a written application, together with CV, to Vanessa Stephens, The Seafair Organisation, Seafair House, 42-48 North Station Road, Colchester, CO1 1RB Tel: 0206 45121 by 1st April 1992.

TEMP MANAGER  
£20,000

We are a well established group of specialist recruitment agencies seeking an assertive team player to join our West End office. Ideally you will be in your late 20's/early 30's educated beyond A levels with a proven track record in a sales related management role. Most important to us is your ability to be an effective communicator, persuasive, competitive and confident.

In return we will offer comprehensive training and excellent prospects. Please phone Alison or Anne on 071 637 3399 or alternatively fax C.V. on 071 637 4346.

## DESK TOP PUBLISHING

ALDUS  
PAGEMAKER

Intensive courses from £85 per day  
April, May, June

Southwark Institute  
Sumner House Sumner Rd SE15 5QS  
Contact Mick Brennan  
071 277 1085 x 183

BITTEN BY  
RECESSION?  
SNAP BACK ABROAD.

For tough and talented sales professionals, the current UK climate offers nothing but frustration. Many have looked to careers abroad. A number of the very best have joined Finexco which is the world's leading consultancy specialising in the financial planning and investment needs of expatriates and international investors world-wide.

In over 30 countries, Finexco Consultants offer expert financial advice and guidance, operating independently though always to the very strictest standards.

The option of working with Finexco in the Middle East, Far East and Europe is available only to the best in the business. Those with a track record that illustrates their abilities - and justifies their expectations. Finexco Consultants are thoroughly trained by us to build and maintain a valuable client base from scratch. Hard work and success ensures a serious results-orientated package, usually far more rewarding than can be expected by senior sales people in the UK. If you are bored with being bitten by recession and would welcome the chance to snap back in style, please send your CV and a covering letter to: Cathy Williams, Ref: 4/92, Finexco Personnel Services Ltd, 2, Bartley Way, Hook, Basingstoke, Hampshire RG27 9XA. Fax No: 0256 760031.

Most of our consultants are men and women aged between 26 and 35. Interviews can be arranged in all major centres throughout the above regions.

FINEXCO

DIRECTOR DESIGNATE  
CHAMBERS OF COMMERCE

Regent St, London W1 to £20,000

The Director of Ancel, an Area Advisory Group to the DTI who is also the Director of the Australia, New Zealand and Papua New Guinea Chambers of Commerce, plans to retire in a year and a Director Designate is now being sought.

As the successful candidate, you will probably be in your late 40's or early 50's and will be looking for a second career where financial reward is not the prime motivation. It is essential that you possess commercial experience at a senior level and have a good knowledge of Australia and New Zealand, as you will be responsible for a developing trade and investment in both directions - outward and inward - in conjunction with the DTI.

Another important aspect of your responsibilities will be developing and implementing all aspects of special events, including seminars, lunches, receptions, roadshows and organising visits. You will also be responsible for the development of programme concepts - co-ordinating all areas of membership growth and development.

Key personal qualities will therefore need to include: sound organisational and administrative skills, strong written and verbal communication and presentation skills, as well as having an understanding of setting budgets and managing accounts. You should live within easy commuting distance of London, as there will be evening events to attend. Limited overseas travel will also be required. Please write with full Curriculum Vitae plus current passport photo with a covering letter detailing the 'added value' that you can bring to this appointment to: R Wellesley, ABCC (UK), Suite 615, 165-168 Regent Street, London W1R 5TB.

GENERAL  
MANAGER

The Company is a leader in Industrial, Commercial and Domestic cleaning and pest control. With a work force of almost 1000, it operates widely throughout the Sultanate of Oman, serving mainly Government organisations and private companies.

It now seeks a General Manager to manage all aspects of its current operation and to lead it through its next stage of growth and development.

The successful applicant will have a demonstrable track record in management and business development for an office cleaning company or other organisation based on contract labour. Experience of pest control, waste management or other commercial services will be an advantage. He or she is likely to be aged between 35-45 with a relevant degree or equivalent professional qualification, probably in Engineering. Nationality is less important than the ability to lead a successful team in public tendering and selling.

ALEXANDERS  
Legal Cashier

A small well established City practice seeks to recruit a suitably qualified and experienced person as Legal Cashier.

The position offers an excellent salary, annual salary review, season ticket loan and pleasant working conditions.

Please send your C.V. to the Staff Partners ALEXANDERS, 203 Temple Chambers, Temple Avenue, LONDON EC4Y 0EN (Strictly No Agencies)

## Retail Management Vacancies

## AREA MANAGEMENT -

## LADIES FASHIONS

To £25,000 + Bonus + Car

Locations - Midlands, South West, South

Wales and Scotland.

Superb opportunities exist with a number of major clients for experienced profit orientated Field Managers with a proven fashion background.

## GENERAL MANAGER

c£25,000 + Benefits + Bonus

Location - South West

An exclusive department store group who emphasise quality of merchandise and service, seeks an experienced and high profile Manager.

## INTERNAL AUDITOR

To £17,000 + Car + Benefits

Location - North of England

Vibrant, expanding retail group seek an additional Auditor with retail systems experience.

Please contact JAMES SKEDMORE or HELEN SMITH on Tel: (0272) 260000 Fax: (0272) 296498 or write to them at: 25 Great George Street, Bristol, BS1 5QT.

Telephone: Mr Roddree 071 287 6688

General Portfolio

Financial Planning Services

Are you management material? Successful national company requires motivated men and women to train as professional financial consultants. You must be self-motivated, determined, and able to rapidly absorb new ideas.

High potential commission earnings are achievable in your first year, and opportunities for promotion are excellent. Successful candidates would be expected to move into managerial positions within the first year.

Telephone: Mr Roddree 071 287 6688

General Portfolio

Financial Planning Services

THE GENERAL  
TRADING COMPANY

We are looking for enthusiastic and experienced Sales Assistants to join our team. Anyone who feels they have the right qualities should apply in writing together with their C.V. to:

The Personnel Manager  
The General Trading Company Ltd  
144 Sloane Street  
London SW1X 9BL

ROYAL ULSTER CONSTABULARY  
APPOINTMENT OF  
DEPUTY CHIEF CONSTABLE

The Police Authority for Northern Ireland invites applications from suitably qualified police officers for a post of

## DEPUTY CHIEF CONSTABLE

in the Royal Ulster Constabulary.

The basic salary is £59,826 per annum (rising to £61,323 on completion of 3 years' service in that rank) and a housing allowance is also payable.

This appointment will increase to two the number of Deputy Chief Constables in the RUC and reflects the decision of the Authority to establish a post at that level with responsibilities for all operational policing, including counter-terrorism.

The RUC is the second largest police force in the United Kingdom and provides unique policing challenges. It has a complement of 8,489 and is supported by an RUC Reserve with a complement of 4,967, including 3,202 full-time officers.

The appointment will be subject to satisfactory medical examination and to the approval of the Secretary of State. It is conditioned by the Police Acts and Regulations currently in force, and to such other conditions of service as may from time to time be adopted by the Authority.

The Selection Board is likely to be held in mid-May 1992 and it may be decided to interview only those applicants who are considered to be best qualified.

The closing date for the receipt of applications is 2 April 1992.

For informal discussion on the appointment please contact the RUC Deputy Chief Constable, Belfast 650222, Ext 50100.

Application forms which may be requested by telephone, are obtainable from:

The Secretary and Chief Executive  
Police Authority for Northern Ireland  
6th Floor, River House,  
48 High Street, Belfast, BT1 2DR.

Tel No: Belfast (0232) 230111 extensions 20213/4/5

POLICE AUTHORITY for NORTHERN IRELAND

THE POLICE AUTHORITY FOR NORTHERN IRELAND IS AN  
EQUAL OPPORTUNITIES EMPLOYER.

## THE SCOTTISH OFFICE

CHIEF EXECUTIVE, PENSIONS AGENCY  
up to £37,755 plus bonus

The Scottish Office Pensions Agency is being set up as an executive agency within The Scottish Office under the Next Steps arrangements. The Agency is expected to be launched by Autumn 1992.

As Chief Executive you will be responsible, within the terms of a framework document, for all the activities of the Agency, which will take over the function currently performed by The Scottish Office Superannuation Division, including in particular the administration of the NHS and teachers' superannuation schemes in Scotland and certain other minor schemes. These schemes have 80,000 current pensioners and 230,000 members. 10,000 pension awards are made each year. The Superannuation Division is staffed by 166 civil servants and costs £5m pa to run.

For this challenging post, you will be expected to demonstrate managerial skills, an ability to promote and implement change and an ability to lead and motivate staff. It is desirable, though not essential that you should have had experience of pensions administration.

The appointment is for a limited period of 4 years with the possibility of extension subject to satisfactory performance. The successful applicant will be expected to take up post as soon as possible.

Salary will be up to £37,755, more may be available for an exceptional candidate. The Chief Executive will also be eligible for performance related bonuses.

For an application form (to be returned by 16 April 1992) and further information contact Miss Christine Corlin, The Scottish Office, Personnel Division, Room 408, 16 Waterloo Place, Edinburgh. EH1 3DN Telephone 031 244 3805

Interviews will be held in Edinburgh.

An Equal Opportunity Employer.

GD 1368 3/92

## CAREER SERVICES GUIDE

Your Fast Way to a New Job &amp; Better Lifestyle

and at realistic prices too!

## CAREER MOVERS' COMPANION

★ Access to the Unadvertised job market  
★ Skills assessment ★ CV Service  
★ Interview technique training

Freephone 0800 622414 for career info. pack

CV's

DON'T POST 100 LETTERS  
yet

For the cost of the 1st class stamps  
have your CV written by  
Professional Recruitment Consultants  
Laser Printed

071-436 0766

By post, telephone or personal consultation  
9 Great Russell Street, London, WC1B 3NH

Access • VISA  
Amex • DinersBETTER POSITIONS REQUIRE  
PROFESSIONAL CV'S

We have extensive experience in the preparation of CV's  
in the Engineering, Computing, Accounting, Banking,  
Sales and Marketing fields, as well as many others.

RING ACADEMY CV'S NOW ON  
081 547 3796 (24 HOURS)  
ALL CREDIT CARDS ACCEPTED

## INSTITUTE OF COUNSELLING

## COUNSELLING SKILLS COURSES

• Certificate Courses • 1 Year Diploma Course  
• 2 year Diploma Courses • Training Resources

All courses in a home study basis.  
For further information write to:  
Institute of Counselling  
Dept TT26/3, 6 Dixon Street, Glasgow G1 4AX  
Tel: 041 224 2220

STUDY LANGUAGES  
IN EUROPE

Information and placement services  
on language courses for all purposes including  
FRENCH FOR EXECUTIVES IN PROVENCE

S.L.B.S. LTD, WEST WING, PEN DRAYTON HOUSE  
PEN DRAYTON, GAINESBORO, SSW  
TEL: 0854 31866. FAX: 0854 32294

## EXECUTIVE CV's

Striking and professional. Experienced in all fields.  
Latest laser technology. Highest presentation  
standards guaranteed. Personal Quality Service.  
Phone (24 hrs) for free information pack  
081 207 3925 or Fax: 081 933 9270

## THE SAME DAY C.V. COMPANY

Top quality CV's compiled by recruitment  
consultants to create an outstanding first  
impression. Desk Top Published - Laser Printed

0753 - 890243

## GET A HEADSTART NOW

With few jobs advertised and more people looking you  
need a fast track approach to job hunting  
As an independent consultant I offer:-

• CV PREPARATION • CAREER GUIDANCE  
• INTERVIEW TECHNIQUE • SELF MARKETING  
• JOB SEARCH ADVICE

TELEPHONE NOW STEPHEN DAVIES  
081-668 0186

OVERSEAS EMPLOYMENT  
& WORKING HOLIDAYS

Opportunities Available Worldwide.

Temporary or Permanent, Skilled or Unskilled including:  
Australia, The Caribbean, Canada, Africa, U.S.A. and Europe.

For Further Details of our service send 2 x 24p stamps to  
DEPT T, GLOBAL EMPLOYMENT SERVICES,  
8, DOUGLAS AVENUE, WHITSTABLE, KENT CT5 1RT.

## DOOR TO SUCCESS IN WRITING

The London School of Journalism, established 1920, has been  
the first stepping stone for many writers on the road to success.

Why not you?

The School offers 13 specialised courses including staff journalism, sub-  
editing, freelance journalism, short story writing, TV and radio script writing  
and many others. Make the money top Summer earnings pay! Be  
prepared by writing or phoning for free prospectus now.

Dept TT, London School of Journalism  
37 Ludbridge Street, London W9 7TG Tel: 071-724 7241.

TO ADVERTISE IN THIS GUIDE PHONE 071 481 4481 OR FAX COPY ON 071 782 7828











## BBC 1

- 6.00 **Cee-fax** (47046) 6.30 **Breakfast News** (57378510)  
 8.05 **Election Call** introduced by Jonathan Dimbleby. Alex Salmond, the SNP leader, answers viewers and listeners general election questions. To participate ring 071-799 5000. Simultaneous broadcast with Radio 4 (1139597)  
 10.00 **News**, regional news and weather (8473317) 10.05 **Playdays** (1) (869442) 10.25 **The Family News**, cartoon (1) (8478404) 10.35 **Gibberish**, celebrity word game (9229171)  
 11.00 **News**, regional news and weather (4601171) 11.05 **Beautywise**, in the battle against cellulite, four women undergo different treatments designed to give them shapely thighs (3569397) 11.30 **People Today** (8335510)  
 12.30 **People Mail**, Among the guests is singer Yaz (2062539) 12.55 **Regional News** and weather (80887423)  
 1.00 **One O'Clock News** and weather (95152)  
 1.30 **Neighbours**, (Cee-fax) (3) (3472143) 1.50 **Turnabout**, Quiz game that tests word power (2637779)  
 2.15 **Film: Erbus** - The Aftermath (1989) starring Frank Finlay, Ian Mune and Helen Moulder. The first of a two-part dramatisation of the controversy surrounding one of the world's worst air disasters - the destruction of an Air New Zealand DC10 which flew into the side of an Antarctic mountain in November 1979. Part two tomorrow afternoon at 1.50. Directed by Peter Sharp (680084)  
 3.50 **Madwin and Maureen's Music-a-Rama** (s) (891775) 4.05 **Jackpot** (5502881) 4.20 **The Further Adventures of SuperTed** (1) (4315201) 4.30 **Dizzy Heights**, (Cee-fax) (s) (9325797)  
 4.55 **Newsround** (5618171) 5.05 **Blue Peter**, (Cee-fax) (s) (8104997) 5.35 **Neighbours** (1), (Cee-fax) (s) (830304), Northern Ireland: Inside Ulster  
 6.00 **Six O'Clock News** with Anna Ford and Andrew Harvey, (Cee-fax) Weather (423)  
 6.30 **Regional News Magazines** (775), Northern Ireland: Neighbours  
 7.00 **Top of the Pops** (s) (4591)  
 7.30 **Eastenders**, (Cee-fax) (s) (959)  
 8.00 **Last of the Summer Wine**, When Compo complains that the hills are getting steeper, Foggy has an idea that he hopes will bring pleasure back into climbing (1), (Cee-fax) (5569)  
 8.30 **Use Girls**, Lisa and Maureen's music-a-rama (s) (891775) 8.45 **Jackpot** (5502881) 8.50 **The Further Adventures of SuperTed** (1) (4315201) 9.00 **Nine O'Clock News** with Martyn Lewis, (Cee-fax) Weather (445997)  
 9.50 **Party Election Broadcast** by the Liberal Democrats (910733)  
 10.00 **Portridge**  
 • CHOICE: A re-run of the first series of *Portridge* from 1974 gives an opportunity to salute one of television's best sitcoms. Setting the show inside a prison, and making one of the inmates the hero, seemed a bold stroke by the writers Dick Clement and Ian La Frenais. But they were only drawing on one of the oldest comedy ploys, of getting the audience to side with the cheeky and resourceful underdog of authority. The scripts emboldened the theme brilliantly with dialogue, witty, inclusive and beautifully turned, that has rarely been equalled in the sitcom. *Portridge* was also a triumph for Ronnie Barker, who showed that he was not only a funnyman but a considerable actor (1), (Cee-fax) (93775)  
 10.30 **The Full Wax II**, The trash comedian is joined by another funnywoman, Jennifer Saunders, and actress Teri Garr (88735)



Electioneering MPs Norman Lamont, Roy Hattersley (11.00pm)

- 11.00 **Campaign Question Time** presented by Peter Sissons from Birmingham. This week's panel is Norman Lamont, Roy Hattersley, Simon Hughes and John Taylor (70201)  
 12.00 **On the Horizon**, Highlights of the day's main election speeches (67227) 12.30 **Weekend Weather** (836944)  
 12.35 **Prayers of Islam**, The third of four programmes for Ramadan (9713331), Ends at 12.50  
 2.00 **The Way Ahead**, Series explaining April's new benefits for the disabled, Ends at 2.15

## SATellite

- SKY ONE**  
 • Via the Astra and Marcopolo satellites.  
 6.00am **The DJ Kar** (8072007) 8.40 **Mrs Pappas** (8911559) 9.55 **Playboy** (8140862) 9.10 **Cartoon** (8697320) 9.30 **The New Line** (1) to **Beaver** (97397) 10.00 **Muscle** (51798) 10.30 **The Young Doctors** (89899) 11.00 **The Bold and the Beautiful** (89787) 11.30 **The Young and the Restless** (89787) 12.30am **Sammy Jones** (87930) 1.30 **Another World** (8195976) 2.30 **Santa Barbara** (8452572) 2.45 **Wife of the Week** (718152) 3.15 **The Brady Bunch** (71036) 3.45 **The DJ Kar** (8072007) 5.00 **Cartoon** (8697320) 5.30 **Beaver** (97397) 6.00 **Facts of Life** (1775) 6.30 **Candice Carroll** (5555) 7.00 **Love at First Sight** (4153) 7.30 **Growing Pains** (89739) 8.00 **House** (3981) 8.30 **Murphy Brown** (8983) 9.00 **Conan** (13881) 10.00 **Studio** (53387) 10.30 **Chris Beach** (3391) 11.30 **Football** (95962) 12.00 **Designing Women** (83098) 12.30am **Pages from Skyline**

## SKY MOVIES

- Via the Astra and Marcopolo satellites.  
 6.00am **Shogun** (2641567)  
 10.00 **My Past is My Own** (1989), Whoopi Goldberg hypnotises her children (91352)  
 11.00 **Superman's Daughter** (1989), A teenage superheroine who can fly (91352)  
 11.30 **John Paul Jones** (1959), Biopic

## ADOPT A WHALE



Intelligent, playful and friendly, the whales of British Columbia are very special individuals.

Clearly recognisable by their beautiful markings and distinctive personalities, orcas live in family groups and communicate in their own language.

For just £10, WDCS now invites you to adopt your very own whale and by doing so, help to make the ocean a safer place.

As an 'adoptive parent' you will receive a personalised adoption certificate, complete with a photo identifying your whale and a delightful sticker to welcome you to the project. You will also enjoy a detailed letter containing first-hand information on your whale's latest activities.

By adopting a whale, you will have the knowledge that your adoption fee will enable the Whale and Dolphin Conservation Society to further its work - to protect our special orca friends and to help all whales.

## HOW TO ADOPT A WHALE

To arrange your adoption, simply select one of the whales detailed below and complete the application form.

- A42 HOLLY**  
 Young adult female, Born 1980.  
 Holly gave birth to Ivy, her first calf, last year. Ivy is an energetic youngster, still showing the bright orange colouration of the newborn orca.
- A5 STRIDER**  
 Adult male, Born 1965.  
 Eldest son of 'Tasika', one of his favourite activities seems to be swimming under white watching boats!
- A5 TOP NOTCH**  
 Adult male, Born 1955.  
 Easily recognised by the 'notch' out of the top of his dorsal fin. He now spends most of his time with his brother, Foster.
- A55 SHARKY**  
 Adult female, Born 1971.  
 Named after the distinctive shape of her dorsal fin. She has a calf spine, born in 1986.

## YES! I want to adopt a whale

I have chosen: LAB

Send to: WDCS, FREEPOST, BATH, AVON, BA1 1XR

WHALE AND DOLPHIN CONSERVATION SOCIETY

## BBC 2

- 6.45 **Open University: Science - Volcanic Iceland** (3970538), Ends at 7.10. 8.00 **Breakfast News** (9135784)  
 8.15 **40 Minutes: The Gypsies Are Coming** (1) (8213662)  
 9.00 **Daytime on Two**, Educational programmes  
 9.20 **News** and weather (7470426) followed by **You and Me** (1) (5625717) 2.15 **Advice Show**, A look at initiatives tackling the problem of young people's homelessness (3184591)  
 3.00 **News** and weather (3013404) 3.05 **The High Chaparral** (1) (862572) 3.50 **News**, regional news and weather (4079133)  
 4.00 **One Hundred Great Sporting Moments**, The 1986 world gymnastics championships (686)  
 4.30 **Golf**, The Minolta Challenge Cup from Walton Heath Golf Club. A skins game between Severiano Ballesteros, Nick Faldo, Payne Stewart and Ian Woosnam with all the prize money going to charity (27715)  
 5.30 **Ice Skating**, The world figure skating championships from the Coliseum Arena, Oakland, California (152)  
 6.00 **Film: Naked Spar** (1953)  
 • CHOICE: A collection of films during the 1950s between James Stewart and the director Anthony Mann produced a string of fine westerns and a tougher, more knowing Stewart than the genial bumbler of early films. Mann's west eschews the historical dimension of, say, John Ford's, and becomes a battleground for the individual. In *The Naked Spar* Stewart plays a bounty hunter trying to bring a wanted man to justice. He needs the \$5,000 reward to buy back land he lost during the civil war. The film is an examination of motives as much as a story of pursuit, with Stewart's values being contrasted with those of the wanted man (Robert Ryan), his girlfriend (Janet Leigh) and a renegade officer (Raúl Mesler). As usual in Mann the theme is echoed in the landscape, which sets up physical challenges and helps to define the characters. (Cee-fax) (3978), Wales: See **Heart 3.00** **Deutsch Direkt** 8.55 **Bazaar** 7.20 **Abroad in Britain** 7.50-8.30 **Statements**  
 7.30 **First Sight: Election Special**, A report on the campaigning in the South-east, Northern Ireland: Situations Vacant: East: Matters of Fact: Midlands: Midlands Report: North, North-east and North-west: Close Up North: South: Southern Eye  
 8.00 **Abroad in Britain: In Search of Bobbies**, The last in Jonathan Meades's series on exotic Britain (1), (Cee-fax) (1881)  
 8.30 **Top Gear**, Quentin Wilson enthuses over MGBs and Tony Mansion with news from the Vauxhall Sport Rally (7688)  
 9.00 **Red Dwarf V**, Last in the off-beat science fiction comedy series starring Chris Barris and Craig Charles. (Cee-fax) (8210)  
 9.30 **War Stories**, Virginia Gamba-Stonhouse - Argentinian Military Strategist  
 • CHOICE: Tonight's personal view of the Falkland conflict leaves aside the rights and wrongs and looks at the episode in the context of Argentina's search for unity and national identity. Virginia Gamba-Stonhouse is able to offer a dual perspective. She was born in Buenos Aires but her father died in exile and is now a teacher of strategic studies at London University. She argues that the invasion of the Malvinas was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion was part of a deeper longing for a place in the sun. Geographically isolated at the end of the world, and not sure whether its cultural roots are European or American, Argentina has been a fragmented society with a weak sense of national pride. She argues that the invasion